COMMERCE AMERICA

U.S. Department of Commerce / October 9, 1978

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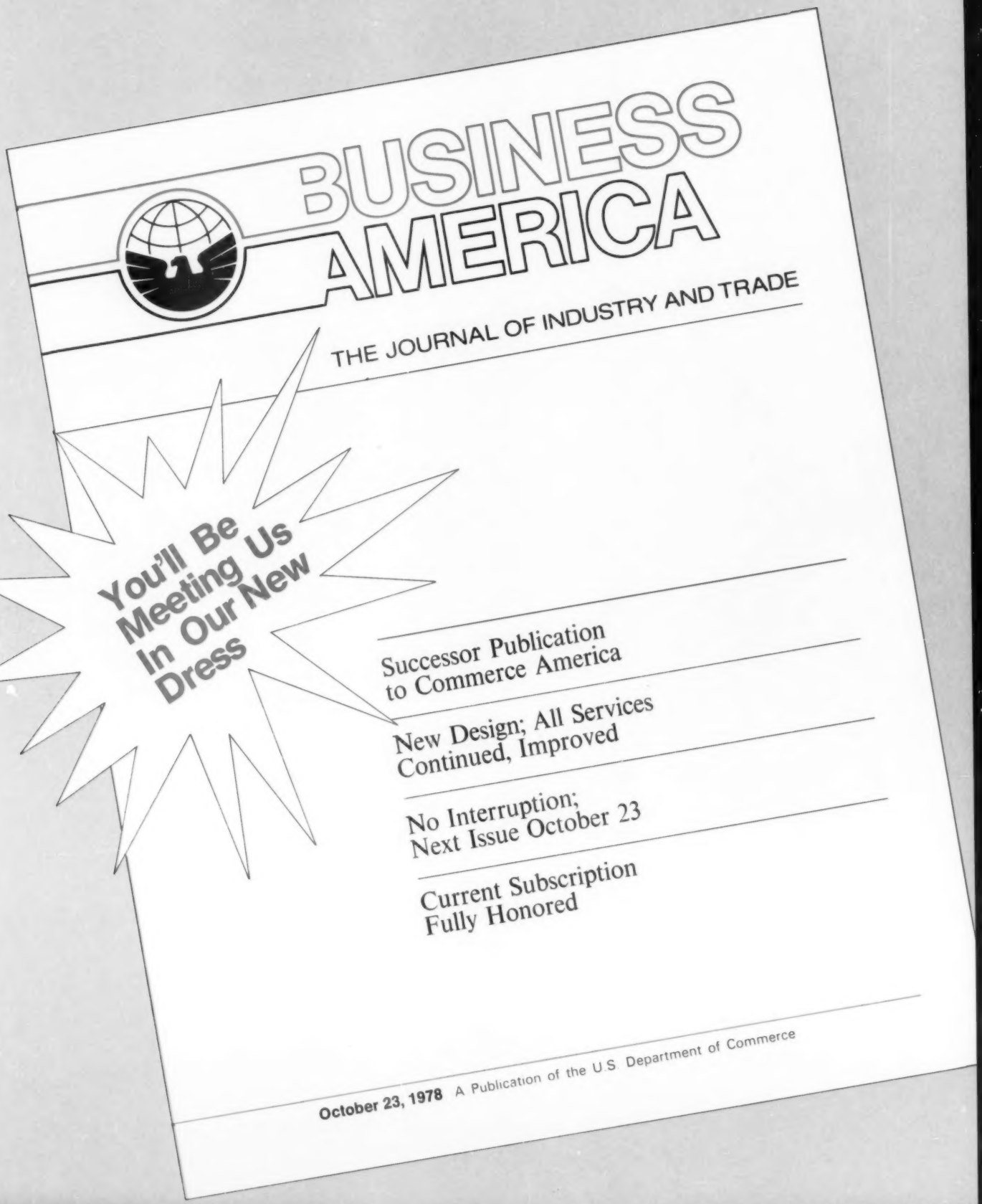
BUSINESS AMERICA
(See Inside Cover)

PRESIDENT GIVES NATION EXPORT COMMITMENT

ANTI-BOYCOTT: AN UPDATE


BUSINESS AMERICA
THE JOURNAL OF INDUSTRY AND TRADE
You'll Be Meeting Us In Our New Dress
Successor Publication to Commerce America
New Design; All Services Continued, Improved
No Interruption; Next Issue October 23
Current Subscription Fully Honored
October 23, 1978 A Publication of the U.S. Department of Commerce

COMMERCE AMERICA

CONTENTS **Vol. III No. 21, October 9, 1978**

2

Measures To Promote U.S. Exports Get Backing Of Business Community

Improved government support for exporters is major element of new national policy; business leaders voice their approval.

6

Firms, Countries Are Adjusting To Regulations Against Boycotts

Deputy Assistant Secretary Stanley J. Marcuss responds to questions that have arisen since implementation of new program.

8 International Commerce Report

U.S. Export Development Missions to Japan Get Send-Off in Seattle—Reports on U.S. exhibitions in Australia, Colombia, Singapore, Taiwan, Italy.

13 Worldwide Business Outlook

Economic situation reports from Indonesia, Norway, Denmark, Surinam, Kenya— Calendar for World Traders —Schedule of upcoming Commerce Department promotions abroad—Licensing, direct sales, representations, construction leads from around the world—Itineraries of buyers planning U.S. visits.

17 Domestic Business Report

Seven summary items in "Commerce Update" column give highlights of a variety of recent Commerce Department actions in the domestic business and technology fields.

18 Economic Highlights

Family income has not advanced as rapidly in the 1970s as in the two previous decades, partly because of the impact of recession and inflation, and partly because of changes in sources of income and the size and structure of families.

COVER: Symbol of Commerce Department's Industry and Trade Administration set inside a world globe represents background for announcement to subscribers of the imminent arrival of our redesigned publication—*Business America, The Journal Of Industry And Trade.*

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Published biweekly by the U.S. Department of Commerce, Washington, D.C. Annual subscription rate $34 ($8.50 additional for foreign mailing). Single copy domestic, $1.40. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce District Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at $2.25 per issue from National Technical Information Service, Springfield, Virginia 22151. Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, NW, Washington, D.C. 20230.

First class postage paid at Washington, D.C.

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President Commits U.S. to Export Expansion

President Carter, in his recent export policy declaration, has essentially acknowledged that American export success is a matter of reaching the mind and will of the nation's business community.

He believes that his Administration can do it in two ways:

► Psychologically, by creating a climate in which Americans are convinced that exporting is now a central national concern, not a marginal one as in the past.

► Practically, by offering specific measures of marketing or financial assistance along with removing business uncertainties due to governmental regulations.

This is the President's approach as it emerged Sept. 26 in his presentation of recommendations which grew out of the work of a Presidential task force set up this year to help build U.S. exports.

President Carter issues his export policy declaration while Secretary of Commerce Kreps and Assistant Secretary Frank Weil look on.

President Carter noted that in public discussion of the massive and troubling trade deficit, so much attention has been paid to oil imports that the U.S. has failed to address its other fundamental trade problem: slow export growth, particularly of manufactured goods, and a steadily deteriorating U.S. position in total world trade.

The task force, assembled from 15 Federal agencies and chaired by Commerce Secretary Juanita M. Kreps, told the President that it is "far preferable" to deal with this problem through increased exports than by imposing barriers to imports or by slowing U.S. economic growth.

The executive committee of the task force was headed by Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade.

The agencies responsible for economic policy were reported to be nearly unanimous in recommending that the Federal Government should reduce the major disincentives to exports posed by Federal laws and regulations. There was also general agreement that affirmative government incentives and assistance for exporters should be expanded.

The recommendations of the task force for direct actions to assist exports were seen as being entirely consistent with a policy of floating exchange rates. The depreciated dollar has made U.S. goods potentially much more competitive. The measures proposed will help U.S. firms to take advantage of that competitiveness.

A large part of the problem is the historically small role that exports have played in the U.S. economy—currently about 6.4 percent of GNP, compared to 12-45 percent in major competitor nations—and the consequent neglect of export emphasis both in business and in government. Exporting is more difficult than selling at home, and too many U.S. firms do not believe exporting is worth the effort—even when their products are priced competitively in foreign markets.

Against this background, the task force told the President that an improvement in business attitudes toward exporting could trigger a significantly expanded U.S. export performance. "Such an improved attitude could be generated by action on the part of the Administration," the task force stated in laying out its package of recommendations for Presidential concurrence.

At dockside in Elizabeth, N.J., Sea-Land's first container to circle the globe awaits loading aboard the SL-7, the Sea-Land Resource, bound for Europe. The new national export policy should result in expanded U.S. shipments to all areas of the world.

A major element in the new national export policy is improved government support for exporters, designed to help firms offset the difficulties they face in selling abroad and to encourage them to take advantage of new opportunities arising from recent depreciation of the dollar. It includes the following measures:

► Export development programs will be stepped up by the Commerce and State Departments, as described in detail in box on page 4.

► The Export-Import Bank will increase its flexibility in support of export sales, with reference to interest rates, length of loans and percentage of individual transactions financed. This will enable Eximbank to become more competitive within international guidelines for government-assisted export loans and guarantees. The President will ask Congress for a $500 million increase in the bank's direct lending level in Fiscal Year 1980.

► The Small Business Administration will be directed to target to exporters among its small business clients up to $100 million of its current authorization for loan guarantees.

► Federal regulatory actions that have an inhibiting effect on exports will be reviewed. All Executive Branch departments and agencies, and the independent regulatory agencies, will be involved in this effort to give a better balance to governmental decisions that have potentially adverse export impact.

► On export controls, the Departments of Commerce, State, Defense and Agriculture will be directed to take into account export consequences when considering the use of such restrictions for foreign policy purposes. Weight will be given to the availability from other countries of items under export controls.

► Improvements will be made in the guidance by the Attorney General to the business community

A major element in the new policy is expanded government support for exporters.

The Task Force

The makeup of the Presidential Task Force on National Export Policy illustrates the wide range of Federal agencies that have an interest in export trade.

There were members from the Departments of State, Treasury, Agriculture, Justice, Commerce, Labor and Defense, the Federal Reserve Board, the White House Office of the Special Trade Representative, Office of Management and Budget, Council of Economic Advisers, National Security Council, Domestic Policy Staff, Export-Import Bank, and the Small Business Administration.

Secretary of Commerce Kreps chaired the task force, and Assistant Secretary of Commerce Frank A. Weil headed its executive committee.

These measures represent the first step in a long-term effort to strengthen the U.S. export position.

regarding the application of the Foreign Corrupt Practices Act. It is believed that important opportunities in the export of goods and services are now being lost by U.S. firms due to uncertainties in this field.

► Similar action will be taken with regard to U.S. antitrust laws. The task force found a persistent belief in the business community that antitrust laws are a serious impediment to U.S. firms seeking to do business abroad. Effective enforcement of the antitrust law is vital to the interests of the United States; but it should not be a bar to our competitiveness abroad. The President, further, will appoint a business advisory panel to work with the National Commission for the review of antitrust laws.

► Though continuing his opposition to the DISC (Domestic International Sales Corporation) tax incentive for exporters as being costly and inefficient, President Carter said that if Congress would not accept his recommendation to phase it out then his Administration stands ready to work with the legislators to "at least make it simpler, less costly, and more effective than it is now." In another reference to tax measures, he expressed the hope that Congress will work with him "to promptly resolve the tax problems of Americans employed abroad, many of whom are directly involved in export efforts."

► Federal environmental impact requirements relating to exports will be clarified and simplified. The President estimated that after a Presidential Order on this subject is issued shortly such requirements will touch less than 5 percent of U.S. exports.

► A six-sided strengthening of U.S. agricultural export programs will be instituted, including assistance with marketing, credits and international agreements.

► The advisory President's Export Council will be reconstituted on a broader basis to "bring a continuous flow of fresh ideas into our government policy-making process," in the President's words. This unit is to report to the President at least annually through the Secretary of Commerce.

► A program in progress is official U.S. participation in worldwide efforts to reduce tariff and nontariff barriers to international trade. The President mentioned the role of the United States at the current Geneva Multilateral Trade Negotiations, and U.S. discussions with other nations to tighten the terms offered by government-supported credit agencies.

President Carter summed up the recommendations in these words:

"Increasing U.S. exports is a major challenge—for business, for labor, and for government. Better export performance by the United States would spur growth in the economy. It would create jobs. It would strengthen the dollar and fight inflation.

"There are no short-term, easy solutions. But the actions I am announcing today reflect my Administration's determination to give the United States trade deficit the high-level, sustained attention it deserves. They are the first step in a long-term effort to strengthen this nation's export position in world trade."

Recommended Commerce-State Assistance

Noting that the export assistance programs of the Departments of Commerce and State are currently operated at modest levels, President Carter asked that they be stepped up, particularly in the following ways:

Better, faster marketing information—A computerized Worldwide Information Trade System will be set up with on-line terminals at principal Foreign Service posts and domestic Commerce Department offices. This has been designed to meet the expressed needs of U.S. exporters for specific data on foreign sales leads, information on potential foreign buyers and representatives and market conditions abroad. The system will focus in a centralized exchange such existing services as World Traders Data Reports, computer-sped Trade Opportunities, and the Agent/Distributor Service.

Country "action campaigns"—These are short-term highly-focused efforts in key markets of promise—Korea, Saudi Arabia, Indonesia, Philippines and others. It involves intensive informational work through publications, seminars and market research, stepped-up direct trade promotion activities such as trade fairs and missions, the use of direct purchasing contacts as found in the existing Commerce Foreign Buyer Program, coordination with state, local and private organizations, and, in some cases, government-to-government trade facilitation sessions to surmount trade barriers.

Specialized assistance to firms and industries—This is a three-sided program; 1) Financial assistance under contractual agreement to selected groups of firms, to be used for market development purposes, including repayment provisions; 2) Tailored export marketing plans for specific firms or groups of firms, using a mix of Commerce services, and 3) Aid to state and local efforts that can be multipliers to Federal export promotion programs.

Awareness and stimulation campaign — Planned here is an aggressive, provocative drive to build up the public appreciation of the importance of exporting, using resources from the governmental and private sectors.

Expanded regional service staff—The personal service available to U.S. firms by the international trade specialists in the Commerce Department's network of District Offices will be strengthened through added personnel and use of cooperating organizations.

Expanded Foreign Service staff—Commercial Offices in the U.S. Embassies and Consulates around the world will be provided with additional personnel. There are plans for "flexible intensification" of services, through short-term buildup of commercial staffs in key market areas.

Future issues of this magazine will provide detailed information on many of these programs.

Business Supports New Export Policy

Caterpillar bulldozer is rolled aboard ship at New Jersey port. Exports are likely to play an increasingly important role in the U.S. economy.

American business organizations concerned with international trade are demonstrating support for the new national policy.

Edmund T. Pratt, Jr., chairman of the Emergency Committee for American Trade, called the export incentive program "good news." He said it could help improve the U.S. trade balance and restore confidence in the dollar.

ECAT is an association of the heads of 63 of the nation's largest multinational companies. Pratt is chairman and chief executive officer of Pfizer, Inc. The text of his statement follows.

"ECAT welcomes President Carter's commitment to take steps designed to increase U.S. exports. This is good news or, at least, what could be the beginning of good news.

"Halfway measures will not work and ECAT urges Carter and the Congress to carry out the commitment fully and expeditiously. Only then will American industry and agriculture be able to exercise their potential for generating additional billions of dollars each year in incremental export sales. These increased U.S. exports will help redress a dangerous imbalance in U.S. foreign trade and restore confidence in the dollar."

Richard Lesher, president of the Chamber of Commerce of the United States, hailed the new national export policy as "a significant step toward fulfilling the United States' tremendous export potential."

Lesher praised President Carter for stressing the pivotal role exports must play to create new jobs, bolster the sagging dollar, and maintain a strong U.S. economy. "At a time when the United States is experiencing record trade deficits and the dollar continues to plummet," Lesher said, "we are pleased by President Carter's firm commitment to make export expansion a top priority national goal. The National Chamber applauds the President's pledge to expand official export financing and to strengthen the export promotion programs of the State and Commerce Departments and the Small Business Administration."

Lesher added that such measures will be particularly beneficial for small and medium-sized businesses that are just entering the export market.

Noting that reducing export disincentives is at least as important as providing export incentives, Lesher welcomed the President's directive to all federal agencies to consider export consequences when developing and applying regulations, and to give greater weight to the impact actions taken for foreign policy goals, such as human rights, might have on export performance.

Cautioning that the package of programs contained in the President's long-awaited announcement could not be expected to turn around the disastrous U.S. export performance of recent years by itself, Lesher called upon businesses of all sizes to take advantage of the programs available and to do their part in expanding exports.

Robert M. Norris, President, National Foreign Trade Council, said "We welcome and endorse Administration measures to provide increased assistance to U.S. exporters; reduce domestic barriers to exports; reduce foreign barriers to our exports, and secure a fairer international trading system.

"We endorse such measures as the planned reconstitution of a broadly-based President's Export Council; action to increase and renew Export-Import Bank loan and guarantee authority; Small Business Administration loans to small business exporters, and an increase in the level of export credits for agricultural exports.

"Particularly welcome," Norris said, "is the President's plan to identify and reduce the negative export effects of major administrative and regulatory actions of Executive departments and agencies, and to eliminate environmental impact statements and environmental reviews as a requirement for federal export licenses relating to the great bulk of U.S. exports.

"However, as we have said many times, we oppose administration proposals to phase out the DISC, particularly at a time of deepening trade deficits. Any alternative export tax incentives which may be proposed by the administration should be carefully analyzed in comparison with the present advantages of the DISC," Norris concluded.

Along the same lines, the International Trade Club of Chicago, pointing to the "critical need" to convince business and the public that the country has to export to maintain our standard of living, issued a position paper intended to provide additional input to the recommendations of the President's Special Task Force on Export Policy. In its study, *A U.S. Government Policy in Support of Exports*, the Club emphasized that companies that export "increase employment opportunities in the United States, reduce the trade deficit and add to the value of the dollar."

The "white paper" was drafted by a special task force on export expansion policy, drawn from a broad range of the club's membership with representation from large and small business and industry and from allied service fields such as banking and insurance.

Anti-Boycott: An Update

U.S. firms have been operating under new government regulations against complying with foreign boycotts since last January, supplemented by new reporting regulations that went into effect Aug. 1. These rules carry out the Export Administration Amendments of 1977, which required major revisions in the regulations administered by the Commerce Department to implement U.S. law and policy opposing foreign boycotts. How successful have these new rules been in discouraging requests for U.S. firms to participate in foreign boycotts? How have American companies reacted? What has been the impact on U.S. trade? These questions were recently addressed by Stanley J. Marcuss, Senior Deputy Assistant Secretary of Commerce for Industry and Trade, in remarks before the International Trade Club of Chicago. Following are excerpts from Marcuss' presentation.

How has the new antiboycott program affected U.S. trade in the Middle East? No one can say with certainty what the actual impact on U.S. trade has been or will be. To some extent it depends upon the willingness and ability of American companies to negotiate changes in Arab boycott practices with respect to individual transactions. To a much greater extent it depends on the path followed in the continuing evolution of the boycott practices of the various Arab states.

We are aware of cases where boycotting countries have eased their boycott requirements in individual transactions with American companies. While I cannot disclose the identities of the companies involved, I can say that we have been informed of a number of successful efforts by U.S. companies to secure removal or relaxation of boycott conditions in their transactions in Arab boycotting countries.

These transactions involve a wide variety of goods and services, including drilling equipment, food, hospital management, automobile factories, communications equipment, architectural design, and construction. While it may not be possible in every instance to reconcile U.S. antiboycott law with foreign boycott requirements or to secure relaxation of foreign boycott requirements where they conflict with U.S. law, we are encouraged by the evidence to date of successful efforts along those lines by U.S. companies.

Of far greater significance is the fact that boycotting countries have shown both a willingness and ability to make adjustments in their general boycott practices. Apparently there is a growing tendency on their part to view the U.S. antiboycott law as a legitimate attempt by us to protect our own sovereignty and to prevent American companies from engaging in anti-competitive behavior. This is a view which we have encouraged.

Some of the adjustments in boycott practices have been across-the-board modifications of past boycott requirements.

For example: Negative, exclusionary certificates of origin, which became unlawful on June 22, are fast becoming a thing of the past. In their place, most Arab governments are accepting shipping certificates which merely recite the national origin of goods in positive, non-exclusionary terms.

Last spring Saudi Arabia ended the practice of requiring non-blacklisted certification from vessels and insurance carriers. Now, statements of general commercial eligibility in non-boycotting terms are acceptable. Recently, Saudi Arabia dropped the requirement that powers of attorney containing boycott provisions be utilized in registering patents and trademarks. These are extremely helpful steps.

In August, the Government of Kuwait adopted the practice, now followed by almost all boycotting countries, of deleting from government contracts clauses that call for specific compliance with the host country's boycott laws. This boycott clause has given way to a permissible clause requiring agreement to comply with the host country's laws generally.

Instead of requiring American contractors not to employ blacklisted suppliers or subcontractors, many government contracts now reserve for the boycotting country the exclusive right to make the unilateral and specific selection of suppliers and subcontractors. This is an acceptable practice under U.S. antiboycott law, provided the contractor does not supply his client with a boycott-based bidders' list.

Prohibited boycott conditions are falling out of letters of credit relating to Middle East transactions. Positive certificates of origin are almost universally used, and the spreading practice of requiring only that insurers and carriers certify about their own eligibility is permissible under U.S. law.

Answering boycott questionnaires in order to qualify to do business remains a troublesome area. Many boycotting countries do not insist that U.S. companies supply prohibited information about their business relationships with or in a boycotted country or with blacklisted companies as a condition of doing business. But, unfortunately, in a number of

cases, boycott offices continue to direct boycott questionnaires to American firms, which then run the risk of being blacklisted for failing to answer the questions posed.

One firm, the Trane Company, just recently brought an action in the Western District of Wisconsin to have the prohibition on supplying boycott information declared an unconstitutional infringement of free speech. The complaint alleges that the prohibition against furnishing boycott information has confronted the company with the dilemma of violating U.S. law or being blacklisted by refusing to answer a questionnaire inquiring whether Trane has engaged in certain specified business activities or has certain business relationships with Israel or with Israeli firms and by inquiring about certain investment relationships between Trane and other firms. However, in enacting the prohibition, Congress recognized that the receipt of answered questionnaires by boycotting countries is in many cases an integral part of the enforcement of the very secondary and tertiary boycotts which the United States opposes. That is why such stress was placed on the information prohibition. This matter will now have to be resolved by the courts.

Last year's gloomy predictions that passage of the foreign boycott provision of the Export Administration Amendments would cost thousands of U.S. jobs and severely damage U.S.-Arab trade have not materialized. On the contrary, since passage of the law, there has been a significant increase in U.S. exports to the 14 Near East/North African boycotting countries.

For the first six months of 1978, U.S. sales to those countries totaled just under $4 billion, an increase of 10 percent over the same period last year. While it is premature to assess the antiboycott law's ultimate trade impact, present signs make us hopeful.

The U.S. antiboycott program also raises delicate issues with non-boycotting countries. They understandably are concerned about the occasional extraterritorial reach of U.S. law. We have sought to explain our program carefully to the governments of these countries and to point out the efforts made to minimize the law's extraterritorial reach consistent with its basic objective. We believe we have successfully mollified most concern.

In this respect it is interesting to note that while other nations have given serious and active consideration to measures of their own to oppose secondary and tertiary boycotts, the general pattern has been for the government simply to announce opposition to such boycotts; legislative initiatives have been rare.

The Canadian Government seems ready to prohibit negative certificates of origin and is expected soon to introduce legislation to require Canadian firms to report receipt of all boycott requests. The current Canadian policy is designed to insure that its governmental institutions do not support the boycott. For example, the government denies export assistance to companies complying with discriminatory and trade limiting practices emanating from the Arab boycott of Israel.

Legislative hearings on bills directed against secondary foreign boycotts were held this summer in Great Britain and the Netherlands. The results, however, were inconclusive.

France enacted an anti-discrimination law in 1977, but when COFACE (France's equivalent to our Eximbank) stopped processing contracts containing boycott conditions, the government issued an administrative order halting the use of the law as an antiboycott mechanism. The order is being tested in the French courts.

In Germany, the government will assist firms in solving boycott problems but does not intend to introduce any antiboycott legislation.

The OECD has just published a report declaring that it is unrealistic at present to draw up an international convention forbidding restrictive practices in international trade.

While the new reporting regulations reduce many of the burdens of reporting, they nonetheless adequately fulfill the goal of providing timely and comprehensive information about the impact of foreign boycotts on U.S. commerce. And they are broad enough to provide the information needed to enforce the law effectively while minimizing any intrusion on the sovereignty of foreign countries.

The regulations reflect an effort to harmonize conflicting points of view while preserving American principles. I believe we have a realistic and sensible program from which we can all take satisfaction. The success of the antiboycott program to date in securing changes in boycott practices without severely affecting U.S. business demonstrates that it is possible to harmonize divergent viewpoints in highly sensitive areas when people and nations of good will are willing to compromise and accommodate and recognize the legitimate interests of others.

Watch For Interpretations

Marcuss emphasizes that Commerce Department specialists both in Washington and in District Offices around the country are both willing and able to provide U.S. companies with informal answers to questions regarding interpretation and application of the regulations. He also advises that formal interpretations will be issued occasionally. In his words, "You may recall that the proposed reporting regulations were accompanied by proposed regulations concerning the issuance of 'interpretive letters' regarding the regulations. These would have permitted individual companies to receive binding interpretations on the application of the regulations to particular situations.

"Upon further consideration of the proposed interpretive letter procedure, we decided not to issue final regulations on that subject, because the procedure would have imposed too heavy a burden upon those seeking the Commerce Department's guidance, and would have reduced the Department's ability to provide generalized guidance on questions of broad impact. Rather, from time to time as necessary and appropriate, we will issue interpretations of the regulations when an important issue of general interest is raised concerning the Act or its implementing regulations. Those interpretations will be published in the *Federal Register* as well as in the Commerce Department's *Export Administration Bulletins.*"

The regulations reflect an effort to harmonize conflicting points of view while preserving American principles.

BALL IS IN YOUR COURT—*Japanese Ambassador to the United States Fumihiko Togo presents a softball to Secretary of Commerce Juanita Kreps at departure luncheon of U.S. Export Development Missions to Japan. Both Mrs. Kreps and Ambassador Togo addressed the 140-member U.S. group that will seek to establish U.S. products in Japanese markets. Earlier this year when Japan's Import Promotion Mission completed its 17-city buying tour of the United States, mission head Yoshizo Ikeda, President of Mitsui & Co., suggested that the American side now had the ball in efforts to increase Japanese purchases of U.S. goods. Mrs. Kreps agreed, and promised that the U.S. Export Development Missions would "hit a home run across the Pacific." Ambassador Togo is shown telling Secretary Kreps at the departure luncheon held for the U.S. mission on Sept. 30 in Seattle that, "So you may indeed hit that home run—and score big for a growing Japan-American trading partnership—I present you with this softball."*

NEW COMMERCE PROGRAM DESIGNED TO HELP FIRMS DAMAGED BY IMPORTS

The Commerce Department has announced the launching of a wide-ranging, $13 million program of technical assistance and research to help firms damaged by imports adjust to changing conditions and regain their competitive positions in the marketplace. The Department's Economic Development Administration is providing the funds for the comprehensive trade adjustment assistance program.

Under Secretary of Commerce Sidney Harman emphasized that this action reflects the Carter Administration's interest in helping impacted businesses regain and maintain their viability as manufacturing centers and employers of American workers.

"We are providing funds for the establishment and operation of ten trade adjustment assistance centers to serve all parts of the country," Harman said. "These centers will utilize a variety of methods to provide outreach service to trade-impacted businesses and to businesses threatened with declining sales and production because of imports."

Funds also are being provided for technical assistance and research in support of the adaptation of new processes and procedures to help ten industries meet and overcome trade-related problems. This phase of the program also will be aimed at boosting sales of U.S. products in domestic and world markets.

This second aspect of the program, Harman said, will be coordinated by the Office of the Commerce Department's Assistant Secretary for Science and Technology and the Industry and Trade Administration. He emphasized that the Commerce Department is using all of its resources to focus on trade-related problems threatening the viability of businesses and their ability to provide jobs and serve as focal points for community well-being.

Harman said the trade adjustment assistance centers will be staffed by experts in production, marketing and finance who will be available to provide timely and direct technical assistance tailored to the specific needs of trade-impacted firms. The centers also will use the services of industrial specialists on a consulting basis to assure responsive assistance.

Since the Trade Act of 1974 requires that firms obtain certification of trade-related problems and the preparation of trade adjustment plans prior to receiving Federal financial assistance, Harman said, the assistance to be available at the centers will be geared to helping businesses meet these requirements.

NEW STUDY EXPLORES ASPECTS OF WORKING IN EASTERN EUROPE

Working in Eastern Europe and the Soviet Union can be an interesting and rewarding experience despite the personal problems such employment may pose for Americans, the U.S. Department of Commerce says in a new study.

Working Onsite in Eastern Europe and the Soviet Union, a 30-page monograph prepared by the Department's Industry and Trade Administration (ITA), is designed to assist U.S. companies with business transactions that require them to station Western personnel in these countries for extended periods. "These onsite operations may require Western executives, technicians and other personnel and their families to live and work in remote parts of these countries, where living conditions are considerably different from those to which they are accustomed," the study notes.

The report is based on a survey of U.S. and West European companies with operations in Eastern Europe and the Soviet Union. It covers selection and orientation of personnel; housing, food and recreation; medical services, transportation, communications and contracts.

Among the findings:

Personnel—One company reported that "single, divorced men were the best employment risks." But married or single, it

Trade Report Is Available

The Twenty-Second Annual Report of the President of the United States on the Trade Agreements Program 1977 has recently been released. The 118-page report briefly analyzes trends in U.S. foreign trade and world trade, describes the administration of the trade agreements program and summarizes developments in the Multilateral Trade Negotiations (MTN) and in commodity trade issues. Trade relations with communist countries and with developing countries are reported, as well as other important trade matters involving Canada and Mexico. Within the United States, account is given of trade adjustment assistance, import relief, antidumping, and countervailing duty actions, complaints against foreign restrictions and actions on agricultural products.

This report may be obtained by writing to Office of Special Representative for Trade Negotiations, 1800 G St. NW., Washington, D.C., 20506, Attn: Ms. Joyce Kravitz.

helps to have a flexible outlook and good sense of humor.

Housing—Accommodations for the most part do not equal those available in the United States. "The apartments had kitchens but the gas was not connected," said a firm working in the Soviet Union.

Food—The average Soviet diet would be much too starchy for most Americans. Finding meat in Poland can be a problem.

Recreation—"Depending on the location of the project site and language facility of the Western personnel, access to cultural activities and sophisticated recreational facilities can be a serious problem."

Contracts—When vaguely worded, they are subject to various interpretations, and "first-class accommodations" can mean different things to different people.

Working Onsite in Eastern Europe and the Soviet Union is available free from the Industry and Trade Administration, Room 4816, U.S. Department of Commerce, Washington, D.C. 20230, tel. 202-377-2835.

INVESTMENT FROM ABROAD CONTINUES RECENT TREND

The pace of foreign direct investment activity in the United States in the first three months of 1978 continued at the momentum established in 1977 (see *Commerce America*, Sept. 11, page 9).

The quarter was marked by a continuation of the pattern of recent years, with acquisitions of U.S. companies accounting for a high percentage of the total number of transactions.

Principal investment sourcing continued from the Western industrialized nations and Japan, and investment funds continued to concentrate in U.S. manufacturing industries.

Between Jan. 1 and March 31, the Industry and Trade Administration (ITA) identified a total of 105 foreign investment transactions, both complete and pending, with values reported for 60 transactions totaling $1.9 billion. Preliminary data for the six-week period April 1-May 15 show an additional 84 transactions, with an estimated value of $1.4 billion reported for 69.

Of the 105 foreign direct investment transactions identified in the first quarter, 64 were classified as complete (e.g., assets or properties involved changed hands, construction started for new or expanded plants, or joint venture agreements were signed). Values were available for 34 of these cases and totaled $1.0 billion.

In comparison, a report on 1977 transactions being readied for publication will indicate approximately 580 foreign direct investment transactions, of which 428 were complete. Values were reported for 187 cases totaling $3.3 billion. For 1976, ITA reported 198 complete transactions, with values reported for 114 totaling $2.1 billion.

Additional details on foreign direct investment in the United States in the first quarter of 1978 may be obtained from the Industry and Trade Administration (Room 6093), U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-377-2568.

Foreign Service Nationals From Latin America, Bahamas Visit U.S. Cities This Month

Members of business communities in widespread regions of the United States will have an opportunity this month and next to confer on an individual basis with eight commercial specialists from Latin America and the Bahamas.

In mid-October, after a week's training at the Commerce Department in Washington, the group of U.S. Foreign Service nationals, or FSNs as they are called, will fan out to visit Commerce District Offices in some 30 U.S. cities. Paraguay, Colombia, Argentina, Venezuela, Bolivia, Surinam, and Honduras are the Latin American countries represented in the group.

Foreign Service nationals are employed in their own countries by U.S. Foreign Service posts to provide assistance to local business communities and to U.S. international traders who go there from the United States. These specialists, who know how to do business in their own countries and where to look for trade opportunities, while in the United States can be of valuable assistance to U.S. exporters or potential exporters. Appointments may be made through the District Offices in the cities to be visited (see inside back cover of *Commerce America* for addresses and phone numbers).

The eight FSNs who will be available in October and November, and the itinerary of each, follow:

From **Asuncion**, Rafael Marti—Oct. 23-27, Newark; Oct. 30-Nov. 3, Detroit; Nov. 6-9, Omaha; Nov. 13-17, Chicago.

From **Bogota**, Americo Rios—Oct. 23-27, Buffalo; Oct. 27-Nov. 3, St. Louis; Nov. 6-9, Salt Lake City; Nov. 13-17, Milwaukee.

From **Buenos Aires**, Alvaro Mendez—Oct. 23-27, Hartford; Oct. 27-Nov. 3, Cincinnati; Nov. 6-9, San Francisco; Nov. 13-17, Dallas.

From **Caracas**, Hans Mueller—Oct. 23-27, New York; Oct. 27-Nov. 3, Dallas; Nov. 6-9, Seattle; Nov. 13-17, Los Angeles.

From **La Paz**, Jaime Bilbao — Oct. 23-27, Houston; Oct. 27-Nov. 3, Birmingham; Nov. 6-9, Columbia/Charleston; Nov. 13-17, Pittsburgh.

From **Nassau**, Cynthia Gibbons — Oct. 23-27, Atlanta; Oct. 27-Nov. 3, Miami; Nov. 6-9, Reno; Nov. 13-17, Philadelphia.

From **Paramaribo**, August Jap Tjoen San — Oct. 23-27, Indianapolis; Oct. 27-Nov. 3, Minneapolis; Nov. 6-9, Denver; Nov. 13-17, Houston.

From **Tegucigalpa**, Juan Ortuno — Oct. 23-27, Boston; Oct. 27-Nov. 3, Cleveland; Nov. 6-9, Portland; Nov. 13-17, Des Moines.

Traders Face Tougher Product Liability Rules

Manufacturers, retailers and exporters in the United States and other countries are feeling the impact of rapidly increasing exposure to product liability claims. A number of developed countries are creating increasingly strict rules for holding both foreign and domestic manufacturers liable for product-related injuries. Moreover, the Common Market and the Council of Europe are now considering international agreements on rules for product liability which are significantly tougher than most existing national laws.

The changed situation that these developments present for U.S. businesses is studied in a new 57-page publication by John Siegmund of the Commerce Department's Foreign Business Practices Division. Issues are treated in the study roughly in the order they would arise in a lawsuit, including parties potentially liable, jurisdiction, conflict of laws, substantive rules of liability and enforcement of judgments. Numerous references indicate where readers can find more detailed information on U.S. and foreign laws. Seigmund concludes that "Strict rules of liability do not tell the whole story, because the last chapter, on the amounts of damage awards in different countries, remains unwritten. For the moment a safe generalization is that damage awards abroad for product liability claims are much lower than those in the United States. The absence abroad of the contingent fee system, limited recognition of liability for pain and suffering, and frequent use of comparative negligence, all help account for the tendency for awards smaller than those in the United States.

U.S. firms may obtain a copy of the full report, *Current Developments in Product Liability Affecting International Commerce*, without charge on company letterhead, from Foreign Business Practices Division, Room 4204, U.S. Department of Commerce, Washington, D.C. 20230.

SHOW IN AUSTRALIA—*During the new U.S. International Marketing Center's business systems exhibition in Sydney, the representative for Monroe International demonstrates his equipment to potential customers attending the event.*

BUSINESS MACHINE SALES IN AUSTRALIA REFLECT INCREASING AUTOMATION

The trend in Australia toward further automation of office operations underscores the continuing strength of the market for automated business equipment and systems.

A diverse range of such equipment from 50 U.S. manufacturers was displayed at a recent exhibition in Sydney. The "Office of Tomorrow" show, at the new U.S. International Marketing Center, generated $262,200 in immediate sales and a projection of $14.9 million over the next 12 months. Significantly, new-to-market exhibitors accounted for more than half of both immediate and projected sales. Automatic mailing systems, coin processing machines, data entry equipment, electric typewriters, microfiche readers, programmable calculators, and word processors were among the products on display which were reported by exhibitors to have the best sales potential.

The Australian market for business and office machines is highly price competitive; however, the market is also reasonably sophisticated and buyers are not likely to compromise quality for the sake of price, according to the U.S. Embassy. Marketing firms are quick to point out that price comparisons are valid only if product features are also taken into account. The diversity of features provided by equipment of similar type often makes such comparisons difficult; but all of the exhibitors rated their products as price competitive.

Australia is only marginally involved in business equipment and systems technology. The United States is a traditional supplier but the technological advantage of U.S. products is diminishing. There is strengthening competition from Japan, West Germany, England, Italy, and France. U.S. developments in solid state technology should ensure that U.S. firms remain the market leaders for the more sophisticated electronic products; however, in high-volume areas such as word processing, increasing third country competition can be expected.

Although technological development and market growth go hand in hand, manufacturers should closely monitor the market's needs. Australian end users will continue to seek the best equipment available, but there may be some resistance to high-yield products whose capabilities exceed the user's needs.

Despite the sophistication of the market, some development is called for—particularly among smaller and first-time users who are regarding automated equipment as an alternative to enlarging staff.

Diverse U.S. Products Sell At Colombia Trade Fair; Market Seen Expanding

U.S. participation at the 12th International Bogota Fair in July was a "smashing success," according to the American Embassy in Colombia. Floor sales of $8.7 million more than tripled those of 1976, and estimates for orders in the next year total $51.1 million.

U.S. exports to Colombia last year, at $903 million, were up 21 percent over the previous year, and the outlook is good for their continued growth in 1978. Recent

CUSTOMERS IN COLOMBIA—*Business activity surged during the 1978 International Bogota Fair. U.S. exhibitors estimate that orders within the next year will reach more than $50 million. The Bogota fair is held biennially; this year's was the 12th.*

import liberalizations have been largely in products in which the United States is a strong competitor.

Ninety-five firms were represented in this third consecutive U.S. participation in the biennial event. The U.S. exhibition, with both inside and outside space, occupied five levels of the Pavilion of Nations. The first-level display was of heavy machinery; the second, light industry; third, high technology products; fourth, State of Florida and miscellaneous products; and fifth, household technology. Some products on every level were considered to be among the "most marketable."

Rotor Way Aircraft Inc. attracted buyers by displaying its Scorpion 133 helicopters. The Arizona firm is assembling the aircraft in Colombia and during the fair was able to sell one complete production year's worth, or $1.9 million.

Omar Sanmiguel, representative of Laminex, Inc., commented: "The fair has become an important part of our business. Our immediate sales are equivalent to three months of normal activity."

I. F. Alvarez, Marketing Manager for Latin America, of Texas Instruments, observed: "When Texas Instruments decided to participate, I personally thought that at a trade fair, calculators and watches were going to be well received; and that computers were going to be 'something of interest.' Now that it is over, I am convinced that the computer market in Colombia for TI is at least four times what I thought before the fair."

Business Associates International Corp., North Miami Beach, was part of the State of Florida exhibition in the U.S. Pavilion. The firm sold about $522,000 worth of hand and bench tools during the fair, and expects sales in the next 12 months to reach $2 million. Another Florida firm, Panorama Enterprises, sold $200,000 worth of "easy-to-install" steam baths, and estimates orders in the next year of $1 million, as a result of the event.

Apelco de Colombia, representing American Motors Corp., Wellcraft, EMI Medical Inc., and Frederick Electronic Corp., sold its complete outside display, consisting of a cabin cruiser and several motor vehicles, on the first day of the exposition.

Exhibitors as a whole reported that 26 sales representatives were appointed and 46 agreements are under negotiation.

U.S. Participants Invited For '80 U.K. Packaging Show

U.S. exhibitors are invited to participate in Britain's next international exposition for manufacturers of packaging machinery and materials, to be held in Birmingham, March 17-21, 1980. A Los Angeles firm, the Show Company International Division of Cahners Exposition Group, has been appointed by the PAKEX '80 producer, Industrial & Trade Fairs Ltd., to manage a U.S. pavilion at this triennial event. The PAKEX show, representing more than 600 exhibitors from some 20 countries, is considered one of the world's largest in the packaging field.

For information on space availability, contact: Show Company International, Cahners Exposition Group, 8687 Melrose Ave., Los Angeles, Calif. 90069; telephone, 213-659-2050.

SINGAPORE SEEN BUYING MORE COMMUNICATIONS, SECURITY EQUIPMENT

Singapore's imports of communications equipment are increasing, and are expected to reach about $220 million by the end of the year. Interest in commercial and industrial safety and security equipment is also growing, not only in Singapore but throughout the Southeast Asian region. These developments were reflected at the U.S. International Marketing Center in Singapore recently, during exhibitions of both kinds of equipment.

End users in Singapore were unusually well represented at both shows, but regional attendance was also impressive: 15 percent of the communications visitors, and a record 18 percent of those attending SECUQUIP '78, were from outside the country. Discussion with a cross-section of the visitors by the Center's staff, and inspection of registration forms, clearly showed a substantial boost to the traditional level of interest from Malaysia, Indonesia, and Thailand. Most of the visitors were from government departments, banks and other financial institutions, and property development organizations.

Exhibitors' 12-month sales projections are: for the communications equipment exhibition, $4.9 million; for safety and security, $6.5 million.

At the communications show, sound slide projectors, spectrum monitors, digital switching systems, data communications terminals, mobile antennas, power line carriers, and private automatic branch exchanges were among products generating top interest. U.S. equipment has a good reputation in Southeast Asia, but American suppliers can expect continuous stiff price competition from third country sources, particularly Japan. Competition is also acute among U.S. suppliers.

Most of the products that were exhibited are not produced in Singapore. Local technology is improving but it is unlikely that advanced communications equipment will be produced there within the next few years.

The Telecommunications Authority of Singapore, the largest single consumer of communications equipment in the country, plans to spend about $365 million over the next five years on the purchase of telephone switching equipment, transmission plants, cable, radio and subscriber terminal

SELLING IN SINGAPORE — *Arthur Satterwhite, Communications Consultant, Communications Control Systems, Inc., New York, during* SECUQUIP *'78 exhibition at U.S. International Marketing Center, demonstrates telephone number decoder.*

equipment. Airports, banks, hotels, and commercial, industrial and shipping firms will continue to increase their communications capabilities by acquiring more sophisticated equipment to cope with the expansion of their business operations.

As for the safety and security equipment exhibition, the concept of residential fire detection is just beginning to take hold in Southeast Asia; thus, the residential fire detection systems and residential security systems of Interstate Engineering, a division of A-T-O, Inc., Anaheim, Calif., attracted substantial interest. James H. Hough, Director of International Sales, reported that many companies expressed interest in representing his firm. He narrowed the qualified inquiries to ten; he appointed two agents in Singapore, and he expects to appoint two additional representatives in the region over the next 12 months.

Alarm Lock Corp., Jericho, N.Y., introduced its access control equipment, exit and panic alarm locks and remote monitors to Singapore and Southeast Asia during the exhibition. Two representatives were appointed—one in Bangkok and one in Jakarta. The California firm expects to appoint yet another representative, in Malaysia, during the next 12 months.

A voice stress analyzer system, photographic recording unit, and body armor were among other displays of interest.

Market research, commissioned by the U.S. Department of Commerce and performed by private contractor in Singapore, estimates a $64.7 million import market in 1977 for security and safety devices and systems—a 15 percent increase over the figure for the previous year. Such imports are projected to reach $69.1 million by 1979. Local production of such equipment is minimal, and through the foreseeable future the country is expected to rely on imports to satisfy more than 85 percent of its market's requirements.

PACKAGING IN TAIWAN—*At U.S. Trade Center show in Taipei, Minister K.T. Li inspects cartoning machinery displayed by Radford Bivans (right), Pres., Bivans Corp.*

Demand For Modern Packaging Equipment Grows In Taiwan As Export Volume Increases

For the growing volume of the Republic of China's exports, and to further strengthen their competitiveness in international markets, more innovative and high-technology packaging equipment will be required. A new awareness of the importance of packaging among local manufacturers has greatly stimulated the demand for such machinery and related materials, as was impressively shown during a recent packaging equipment exhibition at the U.S. Trade Center in Taipei.

Over the past two decades, Taiwan has enjoyed remarkable success in its economic and industrial growth as well as in international trade. To keep pace with the export-oriented economy, proper packaging has become an integral part of industrial production. The government has been encouraging local manufacturers to upgrade packaging standards, and urging them to import modern packaging equipment and technical know-how.

Featuring 23 American exhibitors, 21 new to market and two old to market, the packaging show attracted almost 2,400 trade visitors. Sixteen exhibitors reported off-the-floor sales of $289,200, with $4.4 million in sales projected for the next 12 months for all participants. Seven representation agreements were signed during the event. An additional five distributors are expected to be appointed within the next year.

The items displayed and demonstrated were well received, by both end users and importers, despite the traditional popularity of locally made and Japanese-made equipment—a reflection of the growing economy and exports in general, improved living conditions, rising labor costs and labor shortages, government-imposed standards and regulations on packaging for export, and growing domestic consumption of processed foods in particular. A survey conducted among the registered trade visitors indicated that almost all sectors of industry in the manufacture of export goods—among them, food processing, pharmaceuticals and cosmetics, textiles, and electronics—have keen interest in packaging equipment and related materials; but the food processing industry has been and remains the most important end user.

Locally produced packaging equipment, though improving in quality and increasing in quantity, provides only moderate competition—even for technically simple items of U.S. manufacture in this field. Competition is considerable from Japanese suppliers in certain categories, mainly due to price, but greatest from other U.S. manufacturers.

U.S. Firms Sell In Growing Italian Computer Market

As the Italian market for computers, computer products and peripherals grows, so goes also the U.S. Milan Center's annual EDP USA exhibition. This year's show, the 7th, mirrored the continuing favorable market prospects being encountered by American firms entering the Italian market.

The country's EDP market is forecast to double by 1980, reaching a value of $800 million, and imports are expected to show a similar growth. Best sales prospects are in mini-micro computers along with small systems, traditional peripheral equipment, data communications equipment, and leasing of expensive systems and trained EDP manpower.

More than 120 U.S. companies were met by 5,000 qualified registered Italian visitors to this year's exhibition, with resultant during-the-show sales of $1.5 million. New-to-the-market companies, such as Interface Mechanisms Inc., Lynnwood, Wash., reported immediate appointments of representatives. The show's total for this category was six representatives signed and an additional 30 agreements under negotiation.

Next year's EDP USA, promising to be even more successful than the '78 event, is presently in recruitment. Companies wishing to take advantage of this proven marketing opportunity should contact the Commerce Department's Marcia J. Griffin, 202-377-4508.

AT U.S. CENTER, MILAN—*A representative of Calcomp, Anaheim, Calif., is shown explaining details of the firm's plotter, exhibited at this year's EDP USA show.*

EVENTS IN INDONESIA CONVERGE TO BRIGHTEN ECONOMIC, TRADE OUTLOOK

With President Suharto reelected for a five-year term, with a new, more broadly based Cabinet, and with inflation continuing to decline, the economic outlook for Indonesia appears favorable.

Furthermore, reports David P. Rehfuss, Commercial Attache at the U.S. Embassy in Jakarta, the Indonesian Government seems determined to make the most of this convergence of events, boding well for Indonesia, its trading partners and those foreign firms willing to spend the required time and effort to penetrate Indonesia's $11 billion market.

Last year was Indonesia's biggest trading year ever. Total exports, which were up 27 percent from 1976, reached $10.8 billion (68 percent oil and the remainder primarily unprocessed timber, rubber, tin, coffee, palm oil, shrimp, tea and, for the first time, fertilizer and liquefied natural gas).

The overall balance of payments picture is good. Record exports for the second year in a row, coupled with large foreign assistance inflows, resulted in a balance-of-payments surplus of $650 million last year. In the 1978-79 Indonesian fiscal year (April 1-March 31) another smaller surplus is expected. Foreign exchange reserves at the end of June stood at $2.1 billion. Inflation, currently running under 10 percent, is down from previous years.

There will be significant official aid inflows in fiscal 1978-79. Approximately $1.75 billion on concessional or semi-concessional terms was pledged recently by the World Bank (IBRD), the Asian Development Bank (ADB) and the 13 country members of the Intergovernment Group on Indonesia. Of this amount the U.S. government will provide $186 million in bilateral assistance, and roughly $850 million will come from untied IBRD and ADB sources.

World Bank and ADB projects which may go to tender within the next twelve months include road, railroad and port improvement (six loans), water supply, sewerage and irrigation (eleven loans), electric power generation (four), agricultural tree crops development (three), transmigration (three) and airports (one). More information on these projects is available from the Economic/Commercial Section of the American Embassy in Jakarta.

On the other hand, overall foreign investment in Indonesia is down. In 1976 and 1977, only two new American investments were approved, although several U.S. firms doing business here expanded their investments during this period. The government, in an effort to step up the pace of new foreign investment, restructured the investment board in late 1977 with a view toward speeding the approval process and recently broadened the list of industries qualifying for investment incentives.

In the absence of significant new investment, foreign government export sales agencies are turning to traditional trade promotion activities and enhanced export-financing packages to increase their sales in Indonesia. The French held a major trade fair in Jakarta in 1977. The Americans did the same in 1978. The West Germans and Russians are planning similar large events in 1979. The November 1977 U.S. government-sponsored trade exhibition, Agriquip/Dinamika, was an outstanding success. Exhibitors reported off-the-floor and first year sales of over $20.6 million.

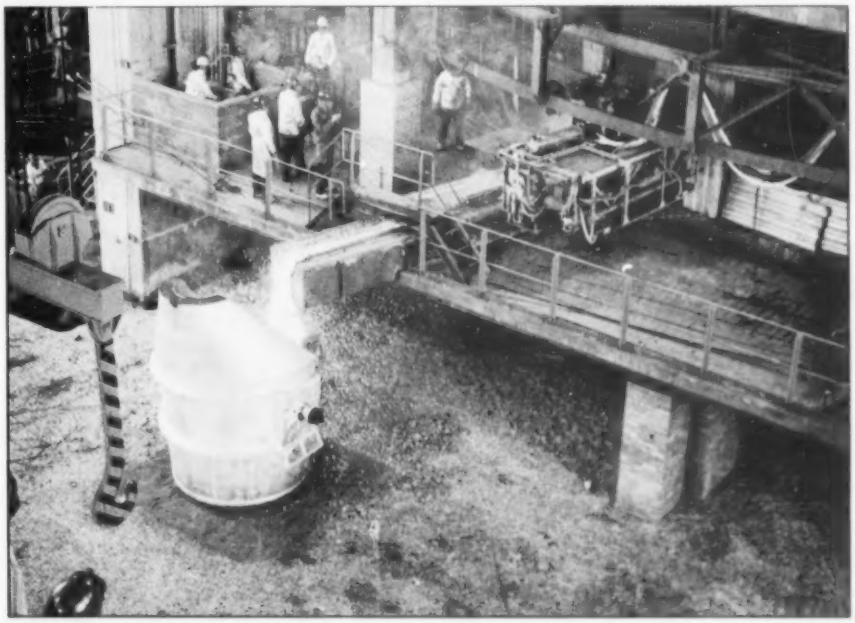
Numerous trade missions visit Indonesia. The Canadians, British and West Germans are especially active. The Australians have a permanent showroom where they present 5-6 smaller exhibitions a year.

In the next 12 months three U.S. Government-sponsored trade missions will visit Indonesia. They are aimed at sectors that have good potential for American suppliers: mining and exploration equipment (Dec. 1978), electric power equipment (March 1979), and timber processing equipment (Aug. 1979). In Singapore, the U.S. Department of Commerce sponsors a permanent trade promotion office, the International Marketing Center, which organizes five or six equipment exhibitions each year with product themes selected to have the greatest impact on the ASEAN countries (Indonesia, Malaysia, Singapore, Thailand and Philippines). Indonesian buyers are attending these shows in ever-increasing numbers.

Financing is an important key to gaining entry into this lucrative market. The Japanese and French are especially adept at putting together attractive funding packages. The U.S. Export-Import Bank has recently taken a number of steps to improve its competitiveness as a government export financing agency; this should provide a welcome stimulus to U.S. exports across the board in Indonesia.

Indonesia possesses the richest timber resources in East Asia. Total sales of timber processing equipment in 1976 were estimated to surpass $10.1 million, with Japanese suppliers enjoying the largest share. The increased Indonesian Government emphasis on more local processing of logs is expected to increase sales beyond the more than $20 million currently projected for 1980. The best opportunities for American equipment are strongly built portable sawmills, molding and dowel machines and specialized equipment for new sawmills and plywood factories.

Indonesia is one of the world's last frontiers of mineral exploration and potentially one of the richest. At least 20 percent of the country's land area is considered geologically unexplored, while another 70 percent has barely been surveyed. Exploration is continuing and pur-



INDONESIA BECOMING MAJOR NICKEL PRODUCER—*Tapping of the first nickel matte from electric furnace at Soroako, Indonesia, early last year represented the initial production of an $850 million P.T. International Nickel Indonesia project. Final implementation is to result in eventual output of 100 million pounds of nickel per year.*

chases will need to be made ranging from general geological survey equipment to on-site boring and testing equipment, as well as for geological laboratory testing and analysis.

Electric power generation machinery offers significant export opportunities for U.S. suppliers. Between 1976 and 1985 electric generating power projects planned by the State electric company and private firms call for a total additional source output of 8,640 megawatts, involving an investment of over $4 billion. U.S., Japanese and West German firms are the leading suppliers. Market opportunities are best in fossil fuel steam generating plants, diesel generating sets and gas turbins. There is growing interest in geothermal and solar energy.

In addition to the above product lines to be emphasized in the trade missions visiting Indonesia, other U.S. commodity groups which appear to have good sales potential include scientific and laboratory instruments and engineering and mechanical power equipment, the latter allied with power generation equipment. The extensive plans of the State Electric Company for additional power generation will require transmission and distribution equipment. A wide range of transformers, switchgear and other such equipment will be required. The Japanese have been successful as a result of their low prices and liberal financing. Sales of U.S. and West German equipment have been facilitated through supplier credits and governmental bilateral loans. U.K. and French generating equipment suppliers sometimes offer their equipment in a package with distribution and transmission equipment included.

Metal products fabrication is a growth industry in Indonesia. Sales exceeded $24 million in 1976 and are projected to reach $46.8 million in 1980. Sales of welding equipment were $7.3 million in 1975 and should double by 1980; Japanese and U.S. suppliers are leaders in this field. Locally produced products include heavy machine parts, automobiles, motorcycles, small diesel engines, road rollers and the like. The government policy is to gradually ban the import of automotive and other metal product components and to substitute local products. Leading suppliers of machine tools and metal fabrication equipment are Japan, West Germany, Taiwan and the People's Republic of China. Most Indonesian users and sales representatives are unfamiliar with American machine tools. Best opportunities in this rapidly expanding sector, which is one of the most attractive for new investments, run nearly the entire gamut of metal products fabrication equipment. There is a small but growing market for precision lathes and cutters. All sorts of machine tools for the automotive industry have good sales potential, although Japanese suppliers have strong market positions for sales of higher quality precision machine tools, primarily because of significant Japanese investments.

Indonesia's ambitious five-year Transmigration Program will require large amounts of heavy equipment for land clearing, land preparation, road and site construction. Indonesia, with the support of the World Bank and other aid agencies, plans to move 500,000 families from Jakarta to the outer islands between 1979 and 1984.

The equipment needed includes 1500 crawler tractors, 1000 chainsaws, 1400 dumptrucks, cranes, generators, etc. This five-year program is a massive sales opportunity. The American Embassy in Jakarta can furnish more information.

In 1977, when U.S. firms captured 12 percent of the Indonesian market, American exports of goods to Indonesia surpassed $763 million. The Japanese were the leading exporters to Indonesia, with total sales of $1.6 billion. Singapore was third ($533 million) and West Germany fourth ($491 million). The main exports of U.S. goods were electrical and non-electrical machinery ($272 million), wheat, rice and soybeans ($162 million), transportation equipment ($102 million), chemicals ($60 million), and raw cotton ($65 million). U.S. sales to Indonesia were down in 1977 due primarily to declines in oil exploration and a low point in the major project cycle.

The Embassy expects a recovery of momentum, with our exports to expand by at least 15 percent in 1978 and 1979. Contributing factors to this brighter picture are increased expenditures by U.S. oil companies, stronger U.S. Eximbank financial support and more major projects at the tendering stage. Also, the immediate future will see even greater World Bank (IBRD) and Asian Development Bank lending levels, a more competitive dollar, increasingly untied Japanese assistance as well as Indonesia's easier credit policies and a continuing 7 percent annual increase in real growth.

The most successful U.S. firms have resident American representatives or use American combined export sales management companies to market their goods. They, like the highly successful Japanese, follow the time-tested practice of maintaining regular contact with their buyer. They also keep in touch with resident American banks, communicate with the Department of Commerce and visit the United States Embassy's Economic/Commercial Section.

U.S. firms new to Indonesia can succeed there if they capitalize on the Japanese weakness—parts and service—and emulate its strength—good salesmanship. Firms not yet introduced to this lucrative market should be prepared to visit the country for a first-hand look.

Norway Continues To Show Interest in Oil Equipment, Other American Products

Because capital equipment looms large in U.S. sales to Norway, it had been expected that Norway's completion of major North Sea oil-drilling projects would cause a big drop-off in imports from the United States. However, it may not turn out that way. The U.S. Embassy in Oslo reports continued Norwegian interest in U.S. products. Investment in oil field development goes on, including maintenance and upgrading of facilities at fields already in production.

The Embassy has this advice for U.S. exporters: emphasize Norwegian content to get maximum advantage of opportunities in Norway.

Norwegian economic policy currently calls for the public to renounce further increases in real disposable income for the next couple of years. Various credit restrictions have been introduced during the spring months, including a severe tightening up of installment credit terms, and some retrenchment in consumer demand is already noticeable. The spring wage/income settlement resulted in minimal pay raises which—coupled with continued strict price control—slowly eased the upward pressure on prices. However, manufacturing production is declining, as is capital spending, mainly because of the near completion of offshore petroleum projects, the Rafnes petrochemical complex and reduced deliveries of new merchant ships. Indications are that with reduced imports and rising exports of off-shore petroleum, Norway's deficit on current account will be smaller this year than anticipated.

The government's call for an economic breather came after more than three decades of almost uninterrupted growth in income and demand. The main reason for this policy change is that wage increases of recent years have strongly impaired the competitiveness of Norway's goods and services at home and abroad. The expansive economic policy of recent years has also resulted in demand and cost pressures in several areas of the economy, and in excessive imports of consumer goods, financed to a considerable and increasing extent by borrowing abroad. Moreover, Norway's balance of payments, once expected to revert to a surplus position by 1979, now seems likely to stay in the red well into the 1980s.

The new economic policy stance—presented in the government's "Revised Long-Term Program 1978-81"—acknowledges that the government's countercyclical economic policy pursued since 1974 has been based on assumptions that have failed to materialize. Production, employment and demand kept well up throughout the international recession, but the international

economic upturn of 1976/77 was much less pronounced than expected and did not result in any material rise in foreign demand for Norway's traditional export products and services (ferroalloys, metals, chemicals, shipping services). In addition, income from North Sea petroleum has proved slower to arrive and is likely to bring a lower net contribution to the economy than previously expected.

The government intends to restore balance primarily by curbing growth in private consumption. Public sector consumption and investment will be cut back less drastically—to annual growths of 3-4 percent, which compares with earlier targets of 4.8 percent for public consumption and 5.4 percent for investment.

Since so much of American exports to Norway consists of capital equipment, the guarded investment intentions of Norwegian manufacturers would seem to pose problems for American sales. However, a comparison of 1977 and 1978 January-April trade figures shows that while Norway's total imports were almost 3 percent less in the 1978 period, imports of U.S. machinery (except transportation goods) were 8 percent greater. The machinery category includes data processing systems, telecommunications equipment, scientific instruments, process control devices, machine tools, and the like, so the 8 percent growth suggests continuing interest in American high-technology products required by Norway's overriding need to cut labor costs.

To achieve overdue economic restructuring, the government is encouraging mergers and closer cooperation and rationalization in such industries as electronics and paper production. Considerable attention is being given to areas such as shipbuilding, where economic prospects are poorest. European competition will be strong, but American suppliers should be able to provide much of the equipment and engineering for new industry and for streamlining the factories of manufacturers who must reduce labor costs.

Investment in oil field development continues to be of great importance, with work under way on Statfjord A and the Valhall/Hod field, and maintenance and upgrading of facilities of the Frigg and Ekofisk fields. Building and equipping Statfjord B will be a billion-dollar project. Exploration in newly-licensed North Sea blocks may lead to further projects.

Present partnerships of American and Norwegian companies in oil field development set examples which other American companies might well observe, if they wish to start up in Norway. Government policy encourages such partnerships, to broaden the nation's industrial competence and to strengthen Norwegian companies.

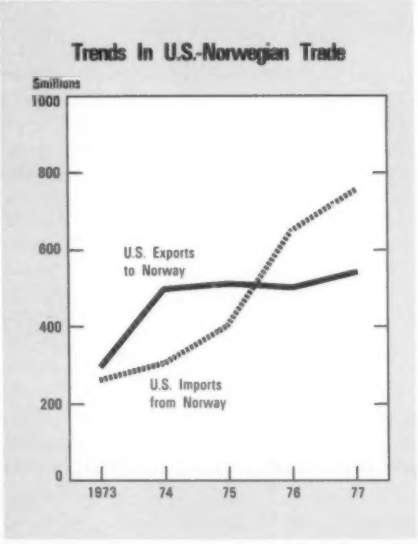
Norwegian Government policy calls for Norwegian industry to provide at least 60 percent of the goods and services supplied to the offshore oil activity on the Norwegian shelf and requires that Norwegian goods and services be used where price, quality and delivery time are competitive. Increased unemployment will lead to greater "buy-Norwegian" pressure. Some American companies are protecting their position, however, by licensing their products for manufacture in Norway. Another approach, in bidding to supply products and services to operations in which the government has an interest, might be to submit bids with options—one option minimizing costs, another option maximizing the use of Norwegian labor and materials, and possibly other options for other levels of Norwegian content.

Pollution control equipment, especially for water pollution, is an attractive area for licensing arrangements and continues to be of interest to Norwegian industry and government agencies concerned with improving standards of environmental quality.

American automobiles, vans, and some other consumer goods of exceptional quality or appealing novelty are finding a market in Norway, despite duty-free competition from most of Norway's other trading partners.

Promotions of American foodstuffs have augured well for U.S. exports to Norway of fruit, juices and nuts. A changing pattern of food consumption in Norway could also expand the market potential for convenience and specialty food preparations. Licensing arrangements may be the best way to exploit these markets.

Another opportunity area is consumer services. Norway is a "mature" industrial economy with one of the highest per capita real income figures of any industrial country. Under these circumstances, demand for consumer services is increasing and will continue to do so.



HIGH INCOMES IN DENMARK MAKE IT A STRONG MARKET FOR U.S. CONSUMER GOODS

Noting that the income level in Denmark is on a par with that of the United States, the U. S. Embassy in Copenhagen considers the country to be a strong consumer market that American exporters should cultivate more than in the past. At the same time, continuing sluggishness in the Danish economy makes the outlook for exporters of some other American products less bright than before, but many of these markets are still stable and worth exploring. Denmark, like certain other countries in the Organization for Economic Cooperation and Development (OECD), has had a sluggish economy, with high unemployment, relatively high inflation and precariously large payments deficits. Some, but not all, of these conditions were induced by the oil crisis and the subsequent raw materials boom.

The Danish economy will remain dull until an international upturn materializes and permits Danish exports to recover. Balance of payments considerations prohibit domestic economic incentives, and both fiscal and monetary policies are kept restrictive. Supplemented by incomes-policy measures, these policies have been reasonably successful in keeping the economy in check; money supply growth has been reduced and both price and wage movements have been moderated. This has been accomplished, however, at the cost of high and rising unemployment—about 8 percent in 1978.

Although domestic demand is not rising, the limited growth in exports has permitted only a small improvement in the trade and payments balances, which are burdened also by rising debt management costs.

Danish authorities oppose devaluation of the krone, because they value the exchange rate stability provided by European monetary cooperation, and also because they are convinced that the immediate, competitive benefits provided by devaluation would soon be lost by another increase in inflation, i.e., that the nation's incomes policy would be jeopardized. The government has seen progress toward its objective of lower wages, although its target of 6 percent per annum established in 1976 has not been fully adhered to.

The government has sold large amounts of short-term bonds in the marketplace to soak up liquidity resulting from the financing of its budget. In so limiting this source of inflation, however, the tendency towards high domestic interest rates has been supported, with short-term rates hovering around 17 percent, long-term rates about one percentage point lower.

With domestic demand constrained, last year's import decline continued in the first

half of 1978, but imports may level off or even rise somewhat in the remainder of the year.

For these various reasons, the present situation of the Danish economy is far from satisfactory, particularly when viewed against the background of the decade of steady progress and growing wealth prior to the oil crisis. Denmark, however, is still one of the wealthiest countries in the world, with an income level on a par with that of the United States. Equitable income distribution and well-developed social services add to stability. Since personal disposable income per capita is around $6,000, even present moderate restraints do not detract from the fact that this is a consumer market that U.S. exporters could exploit better than in the past. Recent developments in price and exchange rates should make many U.S. products very competitive.

During the first half of 1978, the overall picture of U.S. exports to Denmark was dimmed by greatly reduced sales of grain and feedstuffs—a reflection of good Danish crops last year. While demands for imported fodders may not rise much this year, Danish agriculture actually is, because of favorable marketing conditions, in a more expansive mood than most other sectors. This situation should therefore remedy itself. Among other agricultural commodities, American exporters are getting their fair share of rising tobacco imports and a growing share of an expanding market for fruit and vegetables.

If the grain and fodder trade is disregarded, U.S. sales follow the overall trends of Danish imports, i.e., a small nominal gain but some decline in quantities, but with variations from one commodity group to another. Heavy price competition by Canadian suppliers has deprived the United States of its prior dominant position in the market for plywood. Danish pre-fab exports probably compensate for a slowdown in domestic residential construction.

Although investment overall, outside of agriculture, shows little expansion, several Danish analyses point to very wide variations between industries and even between branches of industries. This is also reflected in the actual import pattern where there are both ups and downs and where U.S. suppliers are both gaining and losing market shares. Certain existing investment incentives expire by the end of the year; the effect may be to strengthen sales of industrial equipment in the final months of the year. Although savings and investment have declined somewhat during the recent difficult years, the investment rate is still relatively high by international standards and the market for investment goods is well worth exploring.

The exploitation of Danish crude oil deposits in the North Sea, which is expected to more than triple by the early eighties, offers excellent opportunities for sales of U.S. equipment and services. Furthermore, the exploitation of natural gas reserves will eventually require equipment and know-how not available in Denmark.

Because of the openness of the Danish economy and the country's strong dependence upon international trade, Denmark traditionally shares U.S. interest in fighting trade restrictions, whether present or prospective, and in working for international monetary stability. In its present situation the country has a strong interest in efforts toward concerted international action to fight recession.

The most significant U.S. export possibilities are in consumer products, investment goods for agriculture, manufacturing and construction, offshore equipment and services, and selected meat products.

Surinam's Future Looks Bright, But Investors Raise Questions About Shift To Mixed Economy

Surinam's economic future appears promising; its people can look ahead to one of the highest standards of living in South America. The U.S. Embassy in Paramaribo reports that Surinam's economy is solidly based on the bauxite industry, and that the nation likely will receive $1.5 billion in Netherlands' development assistance in the 1975-1990 period.

However, private investors are raising questions about Surinam and are proceeding cautiously. Most of the questions focus on Surinam's transition from a free enterprise economy dependent on big foreign mining companies to a mixed economy in which joint ventures between government and domestic and foreign private investors, especially in the extractive industries, are likely to be the norm.

Shortages of labor, particularly in the agricultural sector, and of trained managerial talent have caused doubt about Surinam's ability to absorb available economic assistance so as to manage its plentiful resources in a productive manner. Nonetheless these same resources can provide the basis for continued economic growth and argue for cooperative economic relations between Surinam and the United States. In particular, Surinam's potential as a market for U.S. goods and services is likely to grow as long as the income from the bauxite sector and development assistance continues to expand.

The bauxite industry has traditionally set the pace of Surinam's economy. It is estimated that the two producing companies, Suriname Aluminum Co. (Suralco), a wholly-owned Alcoa subsidiary, and Billiton Maatschappij Suriname N. V., owned by Royal Dutch Shell, account for 85 percent of Surinam's exports, approximately 40 percent of the government's tax revenues, and about 36 percent of the gross domestic product.

Despite the fact that aluminum shipments reached a new record in 1977, it is clear that shipments of bauxite and alumina have not recovered to their levels of before the 1974-75 world recession. This development reflects the emergence of new sources of bauxite elsewhere in the world and the competitive disadvantage which Surinam bauxite is facing in comparison.

Next to bauxite, foreign aid is the mainstay of the country's economy. In 1977, Surinam incurred its first major balance of payments deficit since 1962 (est. $17.5 million).

The main aid donor is the Netherlands, which at the time of Surinam's independence agreed to provide more than $1.5 billion in development assistance over a ten to fifteen-year period. On a per capita basis, this places Surinam at or near the top of aid-recipient countries in the world.

One of the government's principal pledges, first made during the electoral campaign of late 1973, was that it would secure a greater voice in the management of the country's natural resources. The government's intentions are not entirely clear even now, but joint venture agreements such as that with Las Mercedes of Venezuela (oil exploration) may be models for future foreign investment in the extractive industries. Broadly speaking, the companies will bring capital and know-how to the ventures, and the government will bring public lands, modified concessionary rights, tax write-offs and other investment inducements.

Eventually, the government may seek to buy into the bauxite companies with money provided by Netherlands development aid; it already holds an option to buy 25 percent of Billiton.

The government has publicly rejected a policy of expropriation and affirmed its reliance on the private sector, specifically including foreign investment, to accomplish its development objectives. In spite of these assurances, potential investors are withholding decisions, pending further clarification of government economic policy.

The level of imports should remain relatively high and American suppliers should continue to find ready markets for earth-moving equipment, tractors, commercial vehicles, fishing boats, pleasure boats, marine engines, mining machinery, food processing equipment, textiles and ready-made clothing, household electrical appliances, televisions, builder's and home hardware, toys, pharmaceuticals, industrial chemicals, fertilizers, agricultural commodities and other goods. They can expect to fill about one-third of Surinam's import requirements.

A significant factor will be the supplier's

(continued on page 20)

COMMERCE UPDATE
ON THE DOMESTIC SCENE

SPURRING INDUSTRIAL DEVELOPMENT--Grants totaling $4.5 million will encourage development of private industrial facilities in the former stockyards and mid-west areas of Chicago. The funds, to be supplemented by City of Chicago monies, will help implement the so-called Chicago Plan, which is designed to stimulate an estimated $182 million in private investment and create as many as 17,200 jobs. The Commerce Department's Economic Development Administration has participated with the City of Chicago since 1967 in redevelopment of the stockyards area.

CREATING JOBS--Federal assistance of nearly $12 million will help create employment opportunities in 3 states. In Kentucky, guarantee of a $6 million loan to Seelbach Associates is expected to create nearly 400 inner-city jobs with reopening of the historic Seelbach Hotel and stimulation of private investment in the downtown Louisville area. In Pennsylvania, guarantee of two trade adjustment assistance loans totaling $3 million to the Muskin Shoe Co., Millersburg, will help carry out a trade assistance adjustment program aimed at maintaining 372 jobs and creating 142 future positions. In Montana, a $1.1 million grant to Valley County will be used to make conversions in the central heating system at the former Glasgow Air Force Base, now being used as an industrial park.

HIGH PRECISION MACHINERY SEMINAR--Economic advantages and commercial applications of high precision machinery will be the subject of a seminar Oct. 26-28, at Pleasanton, Calif. Open to defense contractors and other industrial participants, the seminar will feature experts from research laboratories and industry who will discuss necessary resources, skills and equipment. Featured is a half-day tour of the precision machinery shop of Lawrence Livermore Laboratory. More information is available from Corrine Wells, 415-422-7700.

SMALL TOWN AND RURAL GROWTH--Marketing managers might want to look at population trends in the nation's small town and rural areas. A new study, "Marketing Opportunities in non-Standard Metropolitan Statistical Areas," shows that they are now growing faster than urban areas. For free copy contact Industry and Trade Administration, Room 1104, U.S. Department of Commerce, Washington,D.C. 20230.

HOUSING STARTS . . . AND SALES--Privately-owned housing units were started in August 1978 at a seasonally adjusted annual rate of 2,029,000, according to Census Bureau estimates, down 5 percent from the revised rate of 2,128,000 starts in July, but about the same as the rate of 2,038,000 for August of last year. In the first 8 months of 1978, 1,371,000 housing units were started, compared with 1,332,300 in the same period of 1978, an increase of 3 percent. Meanwhile, sales of new one-family houses in July were estimated at a seasonally adjusted annual rate of 804,000, according to Census Bureau and HUD. This was 3 percent under the revised June rate, but 11 percent over the July 1977 rate of 722,000.

NEWS FOR AGRIBUSINESS--A new system to disseminate weather, market and other pertinent information to farms and agribusiness will be discussed at a briefing on Oct. 24 at the University of Kentucky, Lexington. Basic need is for a microprocessor to record information on a county-by-county basis received via TV and telephone connections. Pilot testing is planned for two Kentucky counties; if successful, testing will be expanded. For details contact Thomas Corless, Room 2130, Industry and Trade Administration, U.S. Department of Commerce, telephone 202-377-4821.

COASTAL ZONE MANAGEMENT GRANTS--Secretary of Commerce Kreps has announced coastal zone management programs in Hawaii and Puerto Rico. The $1.125 million grant to Hawaii, to be supplemented by $300,000 in matching state funds, is designed to insure public access to the shoreline and to study development of an aquaculture industry. In addition, the state will undertake a special urban waterfront project involving the redevelopment of some 15 acres of state-owned land in Honolulu harbor. The $1.142 million grant to Puerto Rico will be used for further study and protection of extensive mangrove wetlands and coral reefs. Augmented by $333,000 in matching funds from the Territory, it will also be used to establish a system of nature reserves, including marine and estuarine areas.

ECONOMIC HIGHLIGHTS

Recession, Inflation, Social Changes Reflected In Income Patterns

This article was prepared by Courtenay M. Slater, Chief Economist of the Commerce Department.

DR. SLATER

The impact of recession and inflation on the living standards of middle income American families is evident from the growth pattern of median income in the 1970s (see chart). Despite rapid growth since early 1975 in employment, total personal income and consumer spending, the Census Bureau's annual survey of money income indicates that, after taking account of inflation, the median-income family in 1977 had not yet regained the purchasing power levels of 1972 and 1973. The lag in median family income relative to other personal income measures is due in part to differences in definition and change in average family size and structure.

According to the Census Bureau's preliminary report, the 1977 median family income of about $16,000 was only 0.5 percent above the 1976 level after adjustment for inflation. Furthermore, despite some years of rapid increases during the 1970s, recession and rapid inflation have reduced the average annual gain for the entire period to only 0.5 percent. The figures also reveal major shifts in the sources of income, including big increases in Social Security and other government transfer payments.

In contrast to the small gains in median family income, average per capita personal income after taxes and adjustment for inflation rose by 3.3 percent in 1977 and gained 2.3 percent per year from 1970 through 1977. Reflecting rapid increases in employment, total real after-tax personal income advanced by 4.1 percent in 1977 and 3.3 percent per year since 1970.

The disparity between median and per capita income measures can be explained largely by three factors. One of these is that part of the aggregate income growth accrues to individuals not residing with their families. The median income of such individuals grew by 3.2 percent in 1977. Households consisting of single or unrelated individuals now make up one-fourth of all households.

Second, there is a difference in the definitions of median and average incomes. Average per capita income equals total income divided by total population; median income, on the other hand, is the midpoint of the income distribution—the income level with an equal number of households above and below it. Because 1977's income growth seems to have been concentrated somewhat disproportionately at the higher income levels, the median did not rise as much as the per capita figure.

A third difference between these two income measures stems from the fact that total personal income is more comprehensively defined, including, for example, certain types of non-money income. The Census Bureau survey measures only money income, excluding benefits such as food stamps, government health care services, and some fringe benefits. Since government transfer payments are the dominant source of this excluded income, the relative status of low-income persons probably is underestimated by the Census survey. The Bureau is now developing an expanded income survey, the Survey of Income and Program Participation, which will provide more comprehensive data.

The two concepts of income, total personal income and median family income, have different analytical uses. Disposable (after-tax) income and other aggregate measures are important in trying to measure total consumer purchasing power and to project consumer spending and savings rates. The Bureau's figures on median family and individual income, despite their current definitional limitations, provide a basis on which to judge the relative status of typical families, individuals, different races, and residents of geographic regions. Data from the same report are widely used in examining the incidence of poverty and distribution of income.

Although upper income families registered somewhat stronger gains than those below the median last year, the general pattern of family income distribution measured by Census has remained remarkably constant for many years. The lowest 20 percent of the population receives about 5 percent of total income and the upper one-fifth slightly more than 40 percent. (It should be noted that these data apply to before-tax income; and hence do not incorporate any redistributional effects of the tax system.)

Table 1. Annual Average Percentage Change in Median Family Income: 1953 to 1977

Adjusted for inflation

Period	United States	North and West	South
1970 to 1977	0.5	0.4	1.2
1960 to 1970	3.0	2.8	4.1
1953 to 1960	2.6	2.7	2.6

Table 2. Median Family Income in South as Percent of Median Family Income in North and West: 1953 to 1977

In 1977 dollars

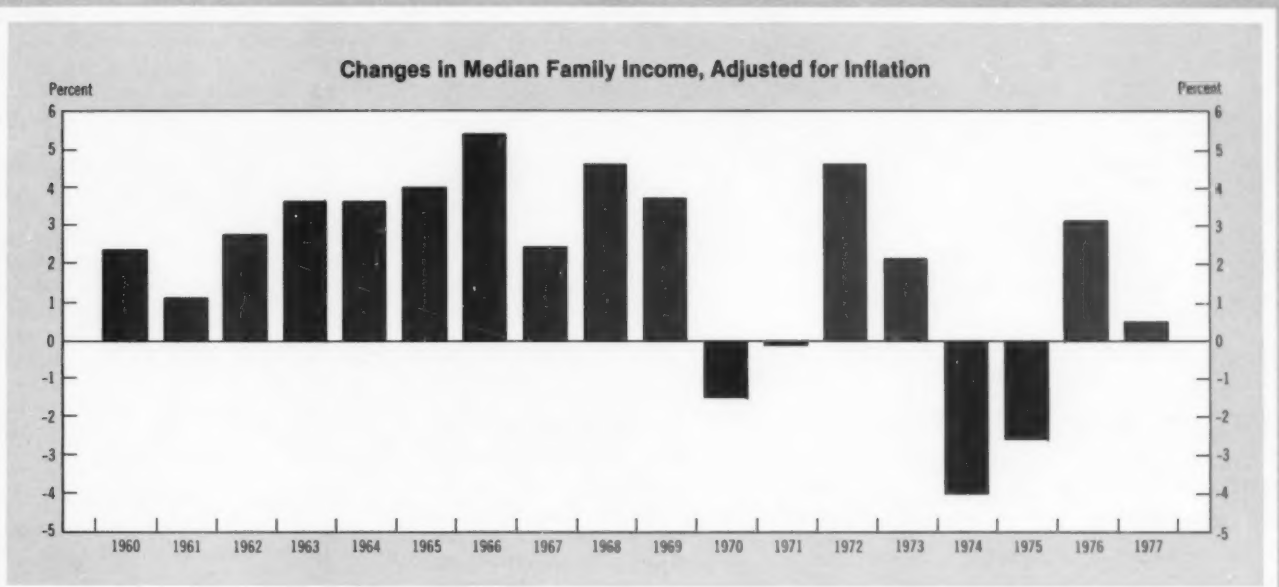
Year	Median Income		South as a percent of North and West
	South	North and West	
1977	$14,567	$16,748	87.0
1970	13,346	16,302	81.9
1960	8,971	12,392	72.4
1953	7,505	10,386	72.3

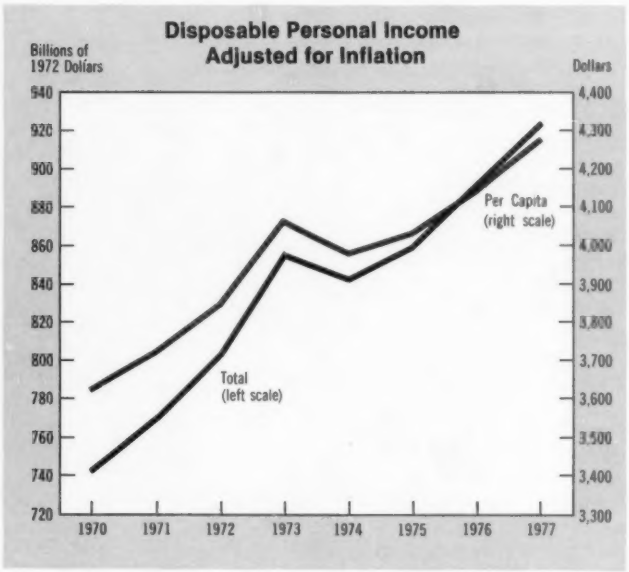
Almost 25 million people were classified as having incomes below the poverty line in 1977, approximately the same as in 1976. In fact, this figure is about the same as in 1969. The experience of the 1970s sharply contrasts with the previous decade, when the number of poor people declined from 38.8 million to 24.1 million (1959 to 1969).

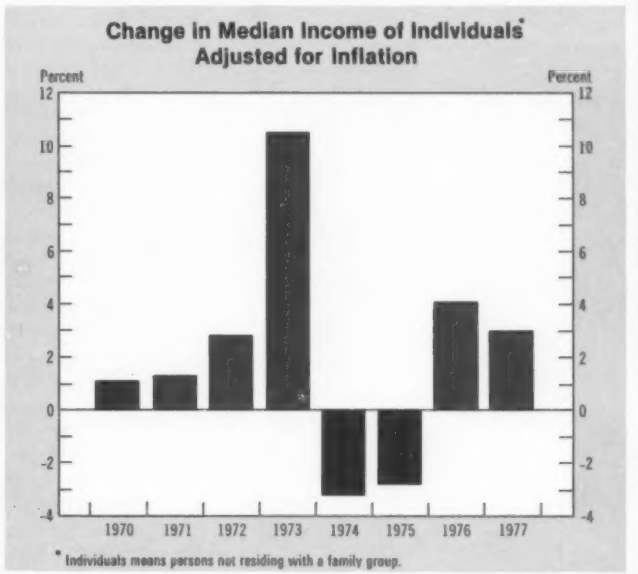
Poverty rates for most groups did not change significantly in 1977, although there was some apparent improvement in the rate among Hispanic families. The Black and Hispanic poverty rates remain well above that for white families, however, and the rate for families headed by women (32 percent) remained the highest of any major demographic group.

The 1977 median income of black families registered a small but insignificant decline from the previous year. On this basis black families have made very little progress in recent years in narrowing the gap between their income and that of whites. The income disparity is much less, however, among young adults than for the population as a whole. This may reflect improving educational attainment of blacks and declining barriers to the employment of minorities in the better-paying jobs.

Hispanic families appear to have experienced an increase in real median family







income in 1977, although, because of small sample size, the statistics must be regarded as less reliable than those for the total population. Other statistics indicating that employment of persons of Spanish origin has increased much faster than that of the population as a whole in 1977 and thus far in 1978 would appear to be consistent with an improving income position for Hispanic families.

Reasons for the disparity in income growth between families and households consisting of unrelated individuals cannot be determined with precision, but it appears that a major cause of this divergence has been the sharp increase in social security payments. A large proportion of these individuals are retired. This effect is illustrated by the fact that the median income of individuals jumped sharply in 1973 when there were big increases in social security benefits.

Another reason may be the growing tendency for young adults to live alone rather than with their parents. In the 1970s, the number of young men living alone tripled, and the number of young women living alone doubled. Similarly, more single, retired persons tend to live alone rather than with their children. These trends tend to reduce family income since the income of a single relative would be counted as part of the family income if he or she is residing in the family household. Another factor is the rapid rise in the number of couples who have become divorced or separated.

The income of women advanced substantially in 1977, but this apparently did not result from any narrowing of the gap between their wage rates and the much higher rates received by men. Of all males with income, the $10,120 median was up only slightly over 1976 while females' median income of $3,941 rose 8.5 percent. Changes in work patterns and increases in social security benefits, rather than changes in wage rate differentials, probably accounted for this difference. Among year-round, full-time workers, the median income of females declined slightly while the corresponding figure for males rose 2.1 percent. These results are consistent with a higher proportion of women working full-time but in jobs which continue to pay poorly relative to those held by men.

Family income historically has been much lower in the South than in the North and West, but the South began to narrow the gap after 1960 (table 2).

(continued from page 16)

attitude toward small orders. The unwillingness of some American manufacturers to furnish detailed quotations and data on low unit or dollar transactions, or even to respond to small trade opportunities, has induced more than one Surinamer to look elsewhere for supplies.

However, the competitive position of third countries is weakening, relative to the United States, because their price quotations reflect more expensive currencies and higher inflation and freight costs. For many manufactured goods, the competitive price advantage is now on the American side. Any prices quoted to Surinam importers preferably should be c.i.f. Paramaribo.

American food suppliers should familiarize themselves with the officers and operations of *Centraal Importbedrijf Suriname* (CIS), the state trading company, since many imported food products come within its purview. A list of the items currently reserved for CIS is available at the Departments of State and Commerce. The address of CIS is Waterkant 15, Paramaribo. The Ministry of Economic Affairs began a review of CIS operations in early 1978, but possible changes have not yet been announced.

KENYA FACES ECONOMIC PROBLEMS, HARD CHOICES IN DEVELOPMENT PROGRAM

Kenya started 1978 on an optimistic note, but the country faces long-run economic difficulties that could complicate development decisions.

The U.S. Embassy in Nairobi reports that Kenya's economic recovery, which began two years ago, gained momentum during 1977 from increased production of coffee and tea and from high world market prices for those commodities.

Led by high export earnings, the country's gross domestic product went up 7.3 percent in 1977—the highest growth rate since 1968. Manufacturing output grew 15 percent, creating 45,000 new jobs, and construction picked up from the doldrums of 1976.

In June the Governor of the Central Bank, Duncan Ndegwa, noted that an "emerging resources constraint will force a harsher discipline on the economic choices facing the country." Ndegwa's comments support the argument being advanced by the Finance Minister, Mwai Kibaki, and others, that Kenya has experienced fairly successful development in the past in large part because its policy goals have been relatively inexpensive and easy to achieve, representing, according to Kibaki, "soft options."

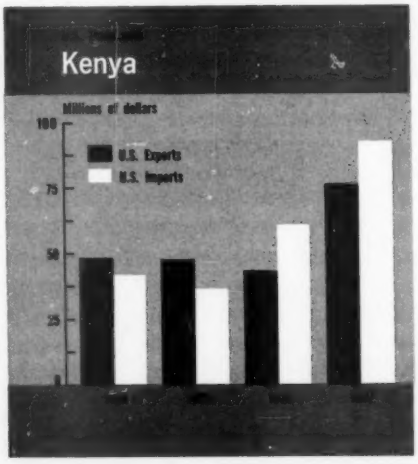
Among the options

Among these soft options were the Kenyanization of the public sector, redistribution of formerly European-owned areas, attraction and protection of foreign direct investment, the development of institutions to facilitate industrialization and urbanization, import substitution, and providing basic education.

These goals have been realized to a great extent, and the Kenya Government is now faced with addressing harder options. Among the problems identified by Kibaki, on which continued successful development depends, are the Kenyanization of the private sector, increasing agricultural productivity, marginal land reclamation and settlement, the development of rural infrastructure (most importantly in areas of marginal productivity), expansion of agricultural credit and domestic marketing and distribution systems, diversification of industry, improvement of the manufacturing sector's export performance, increasing employment opportunities, and modifying the educational system to provide the skills needed in a changing economic environment.

Surprisingly, two of Kenya's most pressing and difficult problems — population growth and income inequities—are not identified in these "hard" options. Kenya's high population growth rate—3.6 percent in 1977—has contributed to continuing high unemployment and poverty. Severe pressure on Kenya's prime agricultural land can be expected in the near future unless the rate of growth is checked.

Thus far the government has not been successful in addressing the problem, and its policies have not conveyed a sense of urgency or concern. Income inequities between social classes and geographic regions are large and growing. Average incomes in Nairobi are eight times larger than the other provinces, except the Coast. Incomes in the western and northeastern regions are only one-third of the country-wide average. Kenya's long-term prospects will depend in large measure on how successfully these two issues are resolved.



The new development plan, which is to be presented later this year, is expected to place heavy emphasis on alleviation of poverty through the satisfaction of basic needs. This strategy, however, will have to be implemented within the context of the various hard options. The Kenyan economy is entering a new phase, characterized by needs that are more costly to meet and that will require more difficult decisions regarding priorities and resource allocation. Over the short term, implementation will be further hampered by the more immediate problems confronting Kenya: balance of payments constraints, domestic inflation, and increased military expenditures.

Trade between the United States and Kenya has grown steadily over the years to the point where the United States accounts for about 6 percent of Kenya's foreign trade. In 1977, the United States ranked fifth as a supplier of goods to Kenya and fourth as a purchaser of Kenyan exports. U.S. private direct investment in Kenya totals an estimated $200 million and continues to increase with new U.S. investments in a polyester fiber plant and a hybrid seed project. There are approximately 125 U.S. firms represented in Kenya, and six U.S. banks have branches or representative offices there.

U.S. aid has increased

U.S. bilateral economic assistance to Kenya has increased over the years. In fiscal 1977, the U.S. AID program totaled $30 million, compared to an annual average of about $13 million in the fiscal 1973-76 period. Bilateral assistance in fiscal 1978 will be about $35 million; fiscal 1979 could see support continuing near that level.

At present, AID's efforts are concentrated in agriculture (smallholder food production, livestock development, and marginal lands development) and in health and family planning. It is anticipated that this focus will continue as AID concentrates its efforts on improving conditions for the rural poor. This strategy is in accord with the Kenyan Government's development goals and reflects the important role agriculture plays in the Kenyan economy.

Increased U.S. economic interaction with Kenya is also indicated by the activities of the Export-Import Bank and the Overseas Private Investment Corporation. EXIM has made loans for hotel expansion, fluorspar processing, and sugar manufacturing, and is participating in the polyester fiber project. OPIC has an insurance exposure in Kenya of over $100 million, and U.S. firms have applied for additional insurance to cover approximately $27 million of investment.

Despite economic difficulties and resource constraints, there continue to be good opportunities for U.S. investment and trade.

Kenya Railways, for example, plans a major modernization program over the next several years with expenditures that could reach $175 million. Of major interest are plans for improvement and development of yards ($11.5 million), a containerization terminal at Mombasa ($3 million), replacement of obsolete office equipment ($6.6 million), improvement of telecommunications ($10.7 million), and construction of a wagon terminal at Homa Bay, Lake Victoria ($5 million).

Also under consideration are construction of two new lines ($77 million) and realignment of the main Nairobi-Mombasa line ($11.6 million). The Kenya Posts and Telecommunications Corporation also plans major equipment replacement in 1978-79. Officials from this corporation expect to visit the United States within the next year.

The implementation of the new development plan should provide some specific opportunities for U.S. firms. The plan will most likely place heavy emphasis on increasing agricultural productivity, marginal land development, and development of water resources. Technology, expertise, and financial assistance in these areas will be sought.

In the industrial sector, economists recommend emphasis on faster development of agricultural-based industries, such as food processing, on manufactures with export potential, and on establishment of more small-scale industries in rural areas. In general, industries that utilize local inputs, generate local employment, and have export possibilities will be favored by the government.

Law Institute Will Consider Practical Aspects Of Exporting

The legal environment within which exporters must operate will be the subject of programs sponsored by the Practising Law Institute in New York Nov. 13-14 and in Los Angeles Jan. 22-23. The programs are designed for corporate counsel of exporting firms, as well as practicing attorneys with clients in the exporting business.

Rauer Meyer, Director of the U. S. Commerce Department's Office of Export Administration, will speak on export controls at the programs in both cities. Other subjects include export transactions, taxation and financing of exports, and exporting in the Middle East and in Eastern Europe and the People's Republic of China.

Details can be obtained from Ms. Sharon Gang, Practising Law Institute, 810 Seventh Ave., New York, N. Y. 10019; tel. 212-765-5700.

Calendar For World Traders

Oct. 11—New Orleans—Debriefing session with participants in trade mission to Guatemala, Honduras and El Salvador, sponsored by Louisiana District Export Council, International Trade Mart and New Orleans District Office, U.S. Department of Commerce, at International Trade Mart. For additional information: 504-589-6546.

Oct. 11-13—Williamsburg, Va.—30th Annual Virginia Conference on World Trade, Williamsburg Lodge and Conference Center. Virginia Port Authority, 804-622-1671.

Oct. 16-17 — London — Chase Manhattan seminar on Multinational Financial Policy, Inn-on-the-Park. Contact: Lisa Salcido, 212-552-6785.

Oct. 16-17—New York—American Management Associations' meeting on Barter-Countertrade: Alternate Forms of Financing, AMA Headquarters. Information: 212-246-0800.

Oct. 17—New York—Export seminar sponsored by Long Island Assn. of Commerce & Industry. For information call Joseph Ludemann, 516-752-9600.

Oct. 17 — Winston-Salem, N.C. — Triad World Trade Club conference on The World Is Your Market, Benton Convention Center. Contact: Sam Troy, 919-378-5345.

Oct. 17 — Milwaukee — Exporting-Investment Conference, sponsored by area trade associations and banks, at Marriott Inn, Brookfield. Contact: 414-291-3473.

Oct. 17-18 — Dearborn, Mich. — Michigan District Export Council documentation seminar, Dearborn Inn.

Oct. 17-19—Cedar Rapids, Cedar Falls, Davenport, Burlington, and Des Moines, Iowa—Ann Corro, Commerce Department Country Marketing Specialist for Greece, will speak to international trade groups in these cities on Doing Business In Greece. Information: Cedar Rapids, 319-364-5135; Cedar Falls, 319-266-3593; Davenport, 319-322-1706; Burlington, 319-752-6365; Des Moines, 515-283-2161.

Oct. 17-19—Detroit—Conference on exporting to Mid-East and anti-boycott and foreign corrupt practices legislation; sponsored by MABCO, Inc., Wayne University and State of Michigan, at Detroit Plaza. Stanley J. Marcuss, Deputy Assistant Secretary of Commerce, will speak. Contact: Dean Coffin, 313-577-2407.

Oct. 18—Rochester, N.Y.—Conference on Doing Business With the People's Republic of China, sponsored by Rochester World Trade Council and Rochester Area Chamber of Commerce, Genesee Plaza Holiday Inn. William Clarke, Director of People's Republic of China Division, U.S. Commerce Department, will speak. Contact: Helen Kaut, 716-454-2220.

Oct. 19—Grand Rapids, Mich.—World Affairs Council of Western Michigan conference on Australia. Harry Stringer, Commerce Department's Office of International Marketing, will speak. Contact: Tom Maguire, 616-456-2411.

Oct. 19—Boston—International Business Center of New England seminar on International Taxation, Colonnade Hotel. Information: 617-542-0426.

Oct. 19—New York—FCIB Drug, Chemical and Food Export Club, Summit Hotel. Contact: 212-725-1700.

Oct. 23-Nov. 3—New York—World Trade Institute seminars on Solving Your Export Problems, Improving Foreign Credit and Collection Effectiveness, Import Documentation and Procedures, Introduction to International Employee Benefits, International Insurance and Petroleum Tankship Operations, all at World Trade Institute. Information: 212-466-4044.

Oct. 24 — Chicago — International Trade Club luncheon, Holiday Inn O'Hare. Contact: Grace Pertell, 312-341-9021.

Oct. 25-26—Washington, D.C.—National Conference on the Relations Between Business and Government; includes discussion of international trade controls. Sponsored by American Management Associations, at Washington Hilton. Contact: 212-246-0800.

Oct. 26—Buffalo, N.Y.—Seminar on Congressional Thinking on World Trade; Congressman Jack Kemp, speaker; sponsored by Buffalo World Trade Association. Information: Bernice Lymburner, 716-842-5177.

Oct. 27—Chapel Hil, N.C.—John J. Parker Society of International Law conference on Drafting an International Sales Contract: Problems and Remedies, Morehead Planetarium, University of North Carolina campus. Contact: Sam Troy, 919-378-5345.

Oct. 27-28—New Orleans—FCIB International Credit Executives seminar, Hyatt Regency Hotel. For information contact: 212-725-1700.

Oct. 31—Cambridge, Mass.—International Business Center of New England seminar on Foreign Corrupt Practices Act, Hotel Sonesta. Information: 617-542-0426.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230, tel. 202-377-4231. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230, tel. 202-377-4456.

Food Processing Seminar Exhibit. U.S. Commercial Office, Moscow. Nov. 27-Dec. 1, and Kiev, Dec. 4-8. The U.S. Commercial Office is working closely with the Soviet and Ukrainian ministries in charge of food processing; the Ukrainian Ministres of Meat and Dairy and Food Industry have given the Commercial Office a list of equipment and processes that they want to have promoted at this event, the first to be held in the breadbasket of the Soviet Union. Jim Robb, 202-377-4810.

Aircraft, Aviation and Avionics Equipment Trade Mission to Nigeria, Kenya and Sudan. December. Will be limited to 12 U.S. companies representing aircraft, aviation and avionics equipment, including communications, navigational and ground support equipment. Participants will have a unique opportunity to meet with top decision-makers for the purchase of this equipment in government and business. Nigeria, Kenya and Sudan represent substantial markets. Each require commercial, general aviation and avionics equipment to implement current plans for airport expansion, and need additional aircraft to solve governmental and industrial transportation problems. In 1975, the Sudan imported $17 million in aircraft and aviation equipment, $16.8 million from the United States. Contact Jonnell Jacobson, 202-377-4918.

Mining and Exploration Equipment Seminar Mission to Indonesia, Thailand and Philippines. December. Mineral resources are among the most important earners of foreign exchange in these countries. Projections show continued growth in output, with several new mining projects planned as well as expansion of existing mines. Specific minerals involved include tin (Indonesia and Thailand); flourite, zinc, soda ash, and antimony (Thailand); copper and nickel (Indonesia and the Philippines); bauxite (Indonesia); and coal (Philippines). Equipment requirements include shortwall and universal cutting machines, hoists, flotation machines, concentrating tables, classifiers, feeders, scrubbers, ball and hammer mills, drilling equipment, and mine transport equipment. Additional items with market potential include process control instruments and safety devices. Increased exploration will result in purchases of items ranging from general geological survey equipment to on-site boring and testing equipment, as well as for geological laboratory testing and analysis. Call Art Laemmerzahl, 202-377-3741.

U.S. Woodworking Equipment Catalog Exhibition. Brussels. Dec. 2-10. The Belgian market offers good prospects to American manufacturers of woodworking equipment. Since 1975, imports have grown substantially, jumping from $14.4 million in 1975 to $18.4 million in 1976 and then exceeding $21 million in 1977. If this average annual growth rate of 21 percent continues, Belgian firms will be spending more than $37.8 million yearly on woodworking equipment imports by 1980. The number of Belgian manufacturers of lumbering and sawmilling equipment has dwindled to about ten, of which only three are important. Because of this decline, imports will supply most of Belgium's woodworking needs. Interests in American-made equipment ranges from highly-sophisticated automated machinery to smaller equipment suitable for the do-it-yourselfer. Catalog Exhibitions, 202-377-3973.

Printing and Graphic Arts Equipment Exhibition. U.S. Trade Center, Taipei. Dec. 4-8. The market for graphic industries equipment in Taiwan is expected to increase from $13.1 million in 1977 to $14.6 million in 1981. A considerable portion of the demand for this type of equipment is met by imports, which are projected to increase from $11.3 million in 1977 to $12.9 million in 1981. Contact Joseph Burke, 202-377-2087 or 5401.

Electric Energy Equipment Trade Mission to Bahrain, Egypt and Qatar. Dec. 4-14. All three countries are engaged in high-value electrification projects. Bahrain has a significant development and expansion program under way. Annual increase in electricity and consumption is estimated at 30 to 40 percent. Egypt's current (1978-82) Five-year Plan provides for substantial additions to current generating capacity, several new power plants, and further rural electrification. Rural and urban electrification projects and power plant extensions are continuing in Qatar. Major areas of interest include small installations, substations, generators, switchgear, transmission and distribution equipment, cables, fixtures, transformers, home and office lighting equipment and appliances. Dick Sousane, 202-377-4756.

Communications Equipment Seminar Mission to Morocco, Algeria and Tunisia. Dec. 5-15. The Algerian Government is interested in upgrading, expanding and modernizing its communication infrastructure. To provide quality telephone service and television programming to Algerian villages scattered across the vast Sahara Desert, the Algerians have decided to obtain a large satellite communications system. The Tunisian market for communications equipment will continue to expand as government plans are carried out to link Tunis to Rome with a direct marine cable and to purchase one ground station for satellite communications in the next two years. The current 1977-81 development plan provides investment of about $180 million in the communications field. Moroccan officials have indicated that $357.1 million will be invested in the communications sector during the next five years. Of this amount, $167 million will be for the importation of communications equipment. Call Geoffrey H. Walser, 202-377-4511.

Ferrous Metallurgy Seminar and Exhibit, U.S. Commercial Office, Moscow, Dec. 11-15. The Soviet Ministry of Ferrous Metallurgy has given the U.S. Commercial Office a list of the equipment and systems it would like to have promoted at this event. Call Jim Robb, 202-377-4810.

Water Resources Specialized Trade Mission. Jordan, Oman, United Arab Emirates. Jan. 6-18. Jordan and Oman's planned expenditures for the development of water resources projects exceed $330 million through 1980. The United Arab Emirates currently is making a major review of its water resources and related future needs. Jordan has an acute and growing crisis in water resources for human consumption and irrigation. The Jordan Government is giving this sector highest priority. Projects call for allocating $4.6 million for the purchase of rigs and accessories; $76 million for the construction of five dams; $67 million for sprinkler irrigation systems; and $58 million for urban water supply and distribution. Oman's five-year development plan calls for several small dams to slow the run-off of heavy rainfall and restoration of underground waterways. The upgrading of community water supply systems is also being planned. In the U.A.E., the outline for water resources development proposes a large desalting plant in Dibba, estimated to cost $500 million with an added pipe system costing an expected $600 million Products with good prospects are: pipe, pumps, engines, sprinkler and dry irrigation systems; metering, testing equipment; drilling rigs; submersible pumps, desalination (including solar-powered) equipment; sewage and waste water treatment equipment; process controls and data processing equipment; related engineering and consulting services. This mission is limited to 12 U.S. firms. Call the Mission Program Officer, Robert J. Bucalo, 202-377-3741 to register.

Electrical Energy Systems, U.S. Trade Center, Tehran, Jan. 14-18, 1979. Strong U.S. position still holds in this key market. While Iran is still suffering from the after-effects of the excessive growth rates of 1974 and 1975, there is solid evidence that the economy is once more moving into high gear. It appears that U.S. sales to Iran in 1978 will total some $3.4 billion, or

well above the all-time record $3.2 billion achieved three years ago. U.S. manufacturers of gas turbines and nuclear power equipment should benefit most by Iran's expansion of its national power grid. Suppliers of power transmission and distribution equipment will also find good sales potential. Frequent power shortages have made the Iranian public more aware of the need for standby packaged power units as well as mobile units and power generating units during peaking periods. Solar power is another opportunity in Iran. The solar field includes: total solar energy systems, solar thermal energy systems, photovoltaics, heating and cooling, and agricultural applications of solar energy. Call Franc D. Manzolillo, 202-377-2991.

Industrial Packaging Seminar and Exhibit, U.S. Commercial Office, Moscow. Jan. 15-19, 1979. The Soviet Union requires a wide variety of modern packaging equipment and systems to improve the quality of its consumer goods. Call Jim Robb, 202-377-4810.

Metalworking Equipment Exhibition. U.S. Trade Center, Sao Paulo. Jan. 15-19. The Brazilian market for metalworking equipment amounted to almost $610 million in 1977 and is expected to total over $815 million in 1982. Imports registered $290 million in 1977 and are forecast to reach $372 million in 1982. Best prospect categories include: roundness measuring instruments, coordinate measuring and layout machines, surface finish measuring, recording and testing equipment, gear and hob checking equipment, special dies, a broader range of machine tools, special metalworking equipment, molding and continuous casting equipment, and heavy duty cutting, grinding and drilling power tools. Contact Beryl Cohen Blecher, 202-377-5427.

Hospital and Medical Equipment Catalog Exhibition. India (four cities). Jan. 15-31. A dramatic improvement in India's foreign exchange position has allowed restrictions on the imports of hospital and medical equipment to be lifted. This equipment may now be imported freely within specified limits. Imports of medical equipment were $9.3 million in 1975 and are expected to increase to $13 million this year. It is anticipated that they will rise at least 10 percent annually for the next few years. Due to end-user preference for American equipment, U.S. firms should be able to retain their 30 percent share of this import market. U.S. medical equipment is very popular in India, because of its technological advantages, durability, and performance. There is a good potential for sales of equipment which involve the latest technology and procedures. For further information call Catalog Exhibitions, 202-377-3973.

Medical Equipment Exhibition. U.S. Trade Center, Tokyo. Jan. 29-Feb. 2. Japanese imports of medical equipment from the United States totaled $45 million in 1975, $61 million in 1976, and $79 million in 1977. The projections for 1980 indicate a $551 million market with imports of $142 million, of which the U.S. share is estimated to be 62 percent or $88 million. Best sales prospects include cardiological equipment, pulmonary apparatus, neurological equipment, ophthalmological equipment, pediatric equipment, operating room equipment, general hospital equipment, and clinical laboratory equipment. Cantwell Walsh, 202-377-5893.

International Hardware Fair. Cologne. Feb. 10-13, 1979. In 1977, sales of hardware in Germany totaled $2.7 billion, an increase of 9 percent in current prices over 1976. Additionally, do-it-yourself supplies sales totaled between $4 and $5 billion. Forecasts for hardware sales of $3.8 billion and $7.8 billion for do-it-yourself sales are expected in 1983. Contact Loretta Allison, 202-377-5228.

U.S. Security Devices, Equipment and Systems Specialized Trade Mission. Portugal, Spain, Italy and Switzerland. Feb. 11-24. Department of Commerce research indicates potential for significant export sales for a broad range of security related equipment in Portugal, Spain, Italy and Switzerland. Security problems in Portugal emanate from the high rate of unemployment associated with the repatriation of Portuguese nationals returning from former colonies. Spain has been long accustomed to low crime rates and a tranquil society. However, now modern Spain faces increasing security problems brought on by accelerated urbanization and a general state of social discontent resulting from Spain's transition to a Western style democracy. In Italy within the past five years, political, industrial and commercial crime has been rampant. The market in Switzerland for advanced security equipment is entering a period of rapid growth. Banks and the Swiss Ministry of Posts, Telephone and Telegraph plan to equip offices with the most available modern systems. Participation limited to 10 U.S. firms. Application for participation available from Robert J. Bucalo, 202-377-3119.

Paris Air Show

The U.S. Department of Commerce will again sponsor a U.S. Pavilion at the 33rd Paris Air Show—le Salon International de l'Aeronautique et de l'Espace—June 9-17, 1979, at le Bourget Airport, Paris. The Paris Air Show is internationally accepted as the most prestigious event for the international aerospace industry. The 1977 show drew visitors from 108 countries, with total attendance of nearly 470,000, of which approximately 86,000 were trade visitors.

For information contact: H. L. Kirchschlager, U.S. Department of Commerce, Office of International Marketing, Room 6318, Washington, D.C. 20230; tel. 202-377-4104.

Agribusiness and Food Processing and Packaging Equipment Exhibition and Seminar. Bangkok, Feb. 12-16, 1979. Thailand is a major world producer and exporter of rice, corn, tapioca, sugar and fruits and vegetables. The current Five-Year Plan puts increased emphasis on expanded production and local processing of food for export. The World Bank, Asian Development Bank and AID are providing funding for irrigation and rural development. Imports of agricultural equipment in 1977 totalled $38 million with projected sales of $54 million by 1982. The food packaging equipment market is expanding with imports of $9.7 million in 1977 and is projected to reach $12.6 million by 1982. Food processing equipment imports were $23.4 million in 1977 and are expected to reach $32 million by 1982. For further information and a copy of the market research summary, contact Todd W. Burns, 202-377-2051.

Computers and Peripheral Equipment Exhibition. U.S. Trade Center, Sao Paulo. Feb. 12-16. The Brazilian market for computers and peripheral equipment was estimated at $55.7 million in 1977. Imports accounted for over 80 percent of this market, or $45.3 million. U.S.-origin CPE represented an estimated 71 percent of total CPE imports in 1977, up significantly from the 53 percent registered in 1975. The equipment which offers the best prospects for U.S. exporters over the 1978-82 period is small, medium and, particularly, large computers; auxiliary memories; LSI technology; mass-storage systems; OCR, MICR equipment; both impact and non-impact printers; peripheral controllers and interfaces; and acoustic coupers. A copy of the U.S. Commerce Department study of the Brazilian market for computers and peripheral equipment is available by calling G. Lincoln McCurdy, 202-377-5427.

Aimex '79—Mining and Exploration Equipment. Sydney. Feb. 12-17. Australian consumption of mining and heavy construction equipment in FY1977 is conservatively estimated at $349 million and is projected to reach $440 million by FY1980. Over this period the mining sector will account for most of the growth of consumption. Australia is well endowed with valuable mineral resources and by the 1980's minerals are predicted to replace primary products as Australia's principal export earner. American technology is very competitive in the Australian market and is highly regarded for quality, durability and performance. Equipment which should find maximum acceptance in the Australian market includes: rock drill bits and steels; rock drilling and boring machinery; diamond drilling machines; graders; dozers; excavators; loaders; mine construction; mineral processing machinery; and offshore exploration equipment. For further information contact Harry Stringer, 202-377-4957.

"Process and Quality Controls USA". U.S. Trade Center, Taipei. Feb. 19-23. "Buy More In America" is the latest proclamation of the Republic of China's Board of Foreign Trade officials. Taiwan's process industries depend almost entirely on imports to fulfill their needs for dependable, sophisticated control and inspection instruments and equipment. The U.S. is Taiwan's primary source for this equipment, and a recent market survey conducted for the Commerce Department reports that numerous major investment projects are now scheduled in many industrial sectors. The market for process control instruments is forecast to grow from about US$42.8 million in 1978 to over $58 million in 1982. General and automated analytical instruments comprised 46 percent of the $51.5 million Taiwan market for all industrial and scientific analytical instrumentation, while mechanical appliances and systems for testing physical properties of industrial materials accounted for another 40 percent during 1976. Call Dave Horridge, 202-377-2087 or 5401.

Avionics and Ground Support Equipment Exhibition. U.S. Trade Center, Tokyo. Feb. 27-March 3. Recent market research has identified U.S. products having good to excellent sales potential: maintenance equipment, radio navigational equipment, test equipment, micro-wave landing systems, and passenger aircraft. A significant expansion of the market, to $1.8 billion, is expected in 1978. Projects indicate that 77 percent of this will be supplied by imports. With continued aggressive promotion U.S. producers will maintain their substantial market share into the 1980s. Contact Jim Price, 202-377-3276.

Environmental Pollution Control 79—International Exhibition, Sokolniki Park, Moscow. Feb. 28-March 12. Environmental protection is of considerable interest to Soviet Ministries. Although the Soviet Union's market for antipollution equipment is in its infancy, it is growing fast, and prospects are good for U.S. sales. Items of specific interest to the Soviets include: automated stations and environmental pollution monitoring systems, mobile and stationary installations and instruments for urban and background pollution monitoring, remote sensing, laboratory measurements of samples, and preparation of samples for analysis, sampling devices, means for calibration of instruments for monitoring of the environment, instrument installations and equipment for measurement and control of environmental pollution sources. Call Nancy Rinehart, 202-377-2801.

Printing and Graphic Arts Equipment Technical Sales Seminar. Finland, Hungary, Poland. March. There is a growing demand for printing and graphic arts equipment in these countries, all of which are planning significant growth in printing and graphic arts equipment to meet consumer demand for books, newspapers and periodicals, as well as commercial demands for glossy magazine advertisements of export products. A considerable portion of the demand for this type of equipment is met by imports. Contact Reginald Beckham, 202-377-2801.

Business Systems U.S.A. Exhibition. U.S. Trade Center, Tehran. March 4-8. With oil income of some $23 billion annually, Iran is one of the fastest growing capital goods markets in the world. U.S. exports to Iran this year are already 35 percent above the level of a year ago. Rapid economic development is making the most up-to-date management systems an absolute necessity for Iran's growing government, business and financial institutions. There is an acute need for sophisticated business equipment and softwear, much of which was not even being sold in Iran as late as the early 1970s. Excellent opportunities exist for sales of computers, peripherals and software, advanced accounting machinery, microfilming equipment, electric typewriters, and the entire range of business systems and services. As an indicator of the dynamism of this market, computer placements have increased rapidly, from 63 in 1970 to over 300 today, while total U.S. sales of business and equipment and systems to Iran are expected to reach at least $182 million by 1980. Because of the recognized high technology of American products, U.S. suppliers have always maintained a strong market share in this field. Now, with the dollar's current foreign exchange level, we are in a better position than ever to outdistance European and Japanese competitors in this fast-growing market. Contact Susan Blackman, 202-377-2952.

Industrial Electronics and Instrumentation, Leipzig Spring Fair, GDR, March 11-18, 1979. The Leipzig Fair is the world's oldest ongoing trade fair—over 800 years of experience. The Department of Commerce will present an exhibition of U.S. manufacturers at the 1979 Leipzig Spring Fair under the theme of industrial electronics and instrumentation. The current Five-Year Plan, which runs through 1980, gives top priority to the electrical-electronics related industries. For more information or to participate contact: Mike Frisby, 202-377-5186.

Mediterranean Basin Energy Conservation Technology Exhibition & Conference, U.S. Trade Center, Milan. March 26-30, 1979. In cooperation with the Department of Energy, the Department of Commerce will sponsor a special exhibition and conference, displaying equipment and techniques for commercial and industrial energy conservation. This event will be a timely vehicle for the demonstration of U.S. capabilities in this field, as well as providing a forum for the discussion of the latest U.S. technology applicable to energy conservation. As this is a vital topic to oil-dependent countries in the Mediterranean region, attendance is anticipated from Greece, Turkey, Spain, Portugal, Yugoslavia, Iran and France, in addition to Italy. Contact George Knowles, 202-377-3944.

Machine Tools and Metalworking Equipment. Seoul. March 26-30. Korea's current Five-Year Plan (1977-81) stresses development of the machinery industry through introduction of capital equipment with a high degree of technology in order to be competitive in world markets. Reliance on imports is necessary since the Korean machine tool industry is in its infancy. The market for machine tools in Korea is expected to double from $270 million in 1977 to $533 million in 1981. Imports supply 70 percent of the current market and are projected to account for 65 percent in 1981. The U.S. share of the market should rise from 12 to 15 percent by 1981 if aggressive marketing techniques are utilized by U.S. suppliers. Call Fred Ott, 202-377-5895.

Communications Equipment Exhibition. U.S. Trade Center, Sao Paulo. March 26-30. The Brazilian market for communications equipment was estimated at just over $1 billion in 1976; imports amounted to $371 million. Investment in the telecommunications sector alone for 1977 was about $1.4 billion; in 1978, it is forecast at $1.9 billion, a 35-percent increase. The market for telephone terminal equipment is estimated at $760 million for 1978 and $800 million for 1979 and 1980. Although national policy is to buy Brazilian and limit imports, sales potential is high when equipment is sophisticated, not manufactured locally, and has economic viability in performance and return on investment. An efficient national communications network is essential to the growing economy of Brazil, and the government plans to continue its ambitious development program regardless of its balance of payments problem. Opportunities exist for U.S. exporters to sell equipment not manufactured locally, e.g., test instrumentation, microwave accessories and components. In 1977, the total import market in Brazil for communications test equipment was $26.6 million, of which the U.S. share was approximately 39 percent. Nearly all test equipment is imported. U.S. exporters can view the future with optimism as imports are expected to grow to $36 million by 1980. The U.S. also has a good competitive position in imports of radio and TV broadcasting equipment and radio transceivers. In 1977, U.S. imports accounted for 13.5 percent of the market. The import level of $29 million for 1977 is expected to grow to $35 million during the next three years. With a change in administration in March 1979, the outlook is promising for expanding the national communications system. Large projects are likely to be started up again. U.S. firms can take advantage of this market now as U.S. communications equipment is recognized for its technological sophistication, efficiency and reliability. Contact Annette Napper, 202-377-5427.

Printing and Graphic Arts Equipment Exhibition. U.S. Trade Center, Tokyo. March 26-30. Manufacturers of printing and graphic arts equipment are invited to participate in this event. A number of Japanese Government programs are contributing to a predicted half-billion-dollar market by 1981. The Japanese printing industry is purchasing equipment that cuts labor costs and reflects more advanced technology. There are good sales opportunities for automatic sheet-fed rotary offset presses, advanced photographic equipment, computerized photocomposition systems, binding and collating machinery, flexographic machinery and equipment for the bindery trade. Robert Levine, 202-377-4379.

DIDACTA '79 (Education and Training Materials and Equipment), Duesseldorf, Germany, March 27-31, 1979. This is the largest exhibition of its kind in Europe. The education market in Western Europe (EEC countries, Sweden, Norway, Finland, Austria, and Switzerland) totals about $3 billion. The German market alone accounted for approximately $822 million in 1978, or 28 percent of the total volume. The anticipated figure for 1933 is $926 million in constant prices. Contact Dwight Umstead, 202-377-4414.

Computers and Peripheral Equipment Exhibition. Melbourne. April 2-6. In November 1976 Commerce sponsored the first U.S. computers and peripheral equipment exhibition in Australia. Reports filed by the 51 companies that participated show that more than $32 million in sales were expected from the show. Since then the Australian market has nearly doubled to more than $440 million. There is an overwhelming preference for U.S. products, a virtual absence of local manufacture, and new untapped end-users expecting to make initial purchases by 1980. This will be the largest computer exhibition in Australia. Call Robert McLaughlin, 202-377-3646. Your Australian representative should contact the U.S. International Marketing Center, 4 Cliff St., Milsons Point, Sydney N.S.W.

IFSSEC '79—Security Devices, Equipment and Systems Exhibition. London. April 23-27. Commerce will sponsor a U.S. exhibition at IFSSEC, one of Europe's largest international fire, security and safety shows. In 1978 IFSSEC drew more than 34,400 registered visitors, of which 11,000, representing 81 countries, were from outside the U.K. Concern for security protection has highlighted market expansion for security devices, equipment and systems in the U.K. and Europe. Between 1976 and 1982 the market for this equipment is projected to expand by 65 percent, with purchases amounting to more than $864 million. Call Robert Connan, 202-377-3465.

Electronics Industry Production and Test Equipment. Singapore International Marketing Center. April 23-27. To be promoted in the rapidly growing ASEAN market, with emphasis on Singapore, Malaysia and Indonesia, this EIPT exhibition and seminar offers U.S. companies the opportunity for direct sales and contact with agents and distributors. Market research forecasts a total EPIT market in 1980 of $80.9 million in the three major importing countries. Singapore, which imported $8.5 million in 1976, should buy $15 million in 1980. Malaysia imported $15.7 million in 1977, and should take $19.2 million in 1980. Indonesia, with $25.7 million in 1977, should import $46.7 million in 1980. Contact George Paine, 202-377-3893.

Motor Vehicle Maintenance Equipment,

Supplies and Parts. U.S. Trade Center, Mexico City. April 24-27. The Mexican market for these items is projected to grow at an average compound growth rate of 5.7 percent per year thru 1983. Mexican imports of these goods are expected to total $216 million this year and reach $284.4 million by 1983. With over 8,000 equipment and parts dealers, Mexico offers outstanding sales opportunities to U.S. manufacturers of this equipment. Manufacturers of portable pneumatic tools, testing and analysis apparatus and tire recapping and repairing machinery should find a particularly attractive market. Market summary available. Contact Hans J. Amrhein, 202-377-4463.

Macropak, Packaging Machinery and Materials Fair. Utrecht, Netherlands. May 14-19. The Dutch packaging equipment market offers continuing sales opportunities as end-users depend on imported packaging machinery to supply up to 80 percent of their needs. In 1977 the total market size was valued at $42.3 million; this figure is somewhat lower than the total import market of $48.8 million due to reexporting. Local equipment manufacturers do not produce a wide range of machinery and tend to concentrate on secondary packaging areas. Due to anticipated growth and new developments in the dairy and beverage industries, an annual growth rate of 9 percent is expected in 1980, reaching a total market size of $52.7 million, with total imports increasing to $61.1 million. Equipment with best growth potential for U.S. suppliers includes dosing and filling machinery, secondary packaging or wrapping machinery and handling and ancillary equipment. Call Ed Walls, 202-377-4941.

"Interhospital" International Exhibition, Duesseldorf. May 15-19. The market for hospital, medical, surgical and health care equipment and supplies in West Germany is projected to rise from $811 million in 1977 to $940 million in 1980. U.S. suppliers are expected to capture 23 percent of the import market and should be the major beneficiaries of the trend toward increased investment in sophisticated apparatus, particularly non-invasive diagnostic instruments, computers and microprocessors, automated analyzing devices, and disposables. This success reflects the technological superiority of U.S. products and the intensification of U.S. marketing efforts. U.S. manufacturers also have a strong technological lead in nuclear medicine, nuclear chemical analysis, medical electronics (including axial tomography), vascular surgery, advanced ultrasonic diagnostic methods, linear accelerators, artificial cardiac valves, cryogenic and ultrasonic cleaning equipment and lasers, and skill in producing high-quality disposables. In this respected position, U.S. manufacturers can enlarge their market shares through participation in this major exhibition. Call William Beiring, 202-377-3276.

GEC '79—Printing & Graphic Arts Exhibition, Milan, May 19-27, 1979. Commerce will sponsor a U.S. national area at GEC '79, the only world-scale event in the field of printing and graphic arts to be held in 1979. GEC is sponsored every ten years at the Milan International Fair Grounds. The 1969 event registered over 200,000 trade visitors, with more than 100,000 attending from outside Italy. The 1979 event will encompass over 700,000 square feet of exhibit space, and attendance is projected to exceed 250,000. Equipment to be exhibited will include all printing and graphic arts products. Call Bill McClure, 202-377-4605.

Agrobusiness Caracas '79. Thomas Alva Edison Exhibition Center, Caracas. June 5-9. The agricultural sector is an integral component of Venezuela's Five-Year Plan, which is designed to diversify and strengthen the national economy by strategic deployment of the fruits of the oil boom. Agriculture is expected to expand at an annual rate of 12 percent, backstopped by an annual average public investment in rural infrastructure of 19 percent. Venezuela's imports of agricultural machinery and equipment are projected at $120 million in 1978 and $331 million by 1983. Due to the overwhelming comparative advantage of U.S. manufacturers of agricultural machinery and equipment, the United States is expected to increase its 50 percent-plus share of Venezuelan imports in this field. Contact Bob Baddy, 202-377-5812.

Marintec '79. World Trade Center, Singapore, June 11-16. This is the major Southeast Asian exhibition for manufacturers of maritime, oceanographic, offshore drilling, and port equipment. Located in the recently opened world trade center of the world's fourth busiest port, MARINTEC is focused on the entire Southeast Asian market. Sales in this region are strong. Singapore alone imported $250 million in marine, port, and offshore equipment during 1977. Bill Brekke, 202-377-2471.

EDP/USA '79, U.S. Trade Center, Milan. June 12-15, 1979. The U.S. Trade Center's EDP/USA has established itself as the single most important computer and data communications exhibition and conference in Southern Europe. The '78 event encompassed 30,000 square feet of exhibit space, and the number of exhibitors increased to 136 U.S. firms, with a waiting list. Limited to 30,000 square feet; early registration for this event is encouraged. Manufacturers of computers, micro/minicomputers, peripherals, data communications equipment and software should call Marcia Griffin, 202-377-4508.

Technology '79, Tel Aviv International Trade Fair. June 19-26. The U.S. Department of Commerce, with the cooperation of the U.S. Embassy in Tel Aviv, will participate in this event, considered the most important "business only" trade fair in Israel. The Israeli market continues to be attractive, especially for capital equipment and production inputs. American products rate high in Israel because local purchasers of machinery and equipment insist on high quality, productivity, accuracy and dependability. This fair, therefore, affords an opportunity for U.S.-made exports of new products as well as those which already enjoy a good reputation in the Israeli market. The most significant growth in Israel's economy is in exports. This should lead to significant requirements in production machinery, and especially labor-saving capital equipment to offset the growing labor shortage in many fields. Industries that will have a high demand for imports include machine tools, metalworking equipment, aircraft building, and shipbuilding. Demand for electronic production and test equipment and components continues to be good. Yearly production growth in the electronics sector in real terms is 14 percent and is expected to continue to grow. Electric energy equipment, generators and engines are needed for the development of Israel's expanding industrial base. American companies wishing to participate in Technology '79 contact Franc D. Manzolillo, 202-377-2991.

Hong Kong Delegation To Visit Four U.S. Cities

The Hong Kong Trade Development Council is sponsoring a delegation made up of 13 Hong Kong manufacturers who will visit 4 U.S. cities on both a buying and selling mission beginning Oct. 18. The delegation plans to mount a display of Hong Kong manufactured products, featuring leather articles, clothing, jewelry, watches, toys, electrical products and other items. In addition to the members' interest in selling to the U.S. market, several delegates are looking to buy various items such as clock and watch parts, textile materials, raw leather and accessories for footwear and plastic raw materials.

The delegation will be in Los Angeles, Oct. 18-20, Biltmore Hotel; Chicago, Oct. 23-24, Holiday Inn Mart Plaza; Dallas, Oct. 26-27, Holiday Inn Downtown; New York, Oct. 30-Nov. 2, Loews Summit.

Packaging Show In Israel Open To U.S. Participants

An international packaging exhibition, ISPACK '79, is to be held at the Tel Aviv Fairgrounds in Israel April 2-6, 1979. Main product categories to be displayed are packages and packaging materials, packaging systems and machinery, and equipment and accessories. Symposiums, seminars and lectures are being arranged with the participation of specialists from Israel and abroad. PLASTO '79, an international exhibition for plastics equipment, is being held concurrently at the fairgrounds, so that visitors may take advantage of both events. For registration and further information contact: The Israel Trade Fairs Center Ltd., P.O. Box 21075, Tel Aviv 61210; Tel. 03-474 131; cable INTERFAIR; telex 32470 Coin—IL (For Tel-Aviv Fair).

Some Saudi Industries Closed To Newcomers

The Saudi Arabian Ministry of Industry and Energy has issued a list of industries closed to further licensing by Saudi businessmen. Such lists, issued periodically, identify industries that the Ministry has determined will have sufficient capacity to produce what the nation needs in the years ahead.

It should not be inferred from the issuance of such lists that sufficient industrial capacity in the listed categories already exists; in fact, many of the listed industries have not yet been built, and some are still in the study stage. Nor does the issuance of these lists mean that the listed product lines are foreclosed to potential U.S. licensors or joint venture investors; it means only that U.S. firms seeking a licensee or joint venture partner in the "closed" categories generally must find a Saudi firm already possessing a license to produce the product.

Examples of closed industries include: bottled water, fruit juice, animal and poultry feeds, bakeries, printing presses, medicines, paints, insecticides, plastic medical syringes, plastic containers, tires, soap and detergents, sheet glass, fiber glass, red bricks, crushers, metallic furniture, sanitary ware, cans, school furniture, air conditioners, and household refrigerators.

Details are available from the Commerce Action Group for the Near East, Room 3203, U.S. Department of Commerce, Washington, D.C. 20230.

Licensing, Investment Abroad

NIGERIA—Successful, well-managed company wishes to diversify. Currently is a sole distributor for major Japanese electronics company. Contact is sought with U.S. firms interested in joint venture arrangements. Following areas are under consideration: **manufacture of household utensils and cutlery; food processing; manufacture of plastic trash bags; establishment of pulp and paper factory; manufacture of toilet tissue.** Firm has $1 million to contribute to project decided upon. Has head office in Lagos and branches in Ibadan, Benin City, Kano. Employs 300 persons. Send company background to Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D. C. 20230 for transmittal to company. P-78913. OPIC.

NIGERIA — Anambra State seeks U.S. investors for establishment of facilities to produce following: **flour, animal feed, baking powder, yeast, buttons and zippers, corrugated boxes, steel pipe, ceiling tiles, nuts and bolts, paints, plate glass.** Daniel O. Chuke, Controller, Central Investment Co., Ltd., P.M.B. 1212, Enugu. P-78888. OPIC.

SAUDI ARABIA — Display center in newly constructed modern building at a strategic business intersection is offered. Total of 532 sq. m. of space is available. Owners will consider joint venture to establish merchandise mart for distributing consumer products, except furniture. Additional information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78865. OPIC.

0241 — EGYPT — Partner seeks joint venture to establish **dairy farm** in Cairo area. Entrepreneur will provide land and 50% of capital. U.S. partner should have expertise in planning, establishing, managing complete dairy operation. Medhat Azzam, 49, Road 82, Maadi, Cairo. Telex: 92353 MANIAL UN or 2212 HILTES, AH; telephone, 34884, 35409 or 816760. P-78866. OPIC.

2000 — UNITED KINGDOM — Large company manufacturing **food products suitable for grocery multiples** seeks licenses to produce any products compatible with its current range. Established 1820; annual sales, $130 million. M. Foster, Mktng. Dir., Colman Food Products Ltd., Norwich, Norfolk, England. P-78867.

2023, 2099—BOLIVIA—Fast food restaurant owner seeks licenses to produce **potato chips, corn chips and soups.** Genie's Restaurant de Comidas al Paso, Augusto Fossait, Casilla 48, La Paz. P-78891.

2099 — BRAZIL — Company desires licensing or joint venture arrangement to produce **pre-packaged popcorn sold in tin foil pans ready for heating.** Firm is manufacturer and distributor of manioc flour chips, spices, seasonings, grated cheese, macaroni. Owns 5,000 sq. m. with facilities for manufacturing, packaging, storing in an industrial section of Sao Paulo. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78889.

2295 — UNITED KINGDOM — Firm seeks to manufacture new products compatible with its current production of **interior decorative materials, wall coverings and upholstery products.** Established 1944, has 750 employees and sales volume of $24 million. M. Sprague, Sales/Mktng. Dir., Nairn Coated Products Ltd., Lune Mills, Lancashire, England. P-78869.

2300 — NIGERIA — Quasi-Government organization plans to establish **readymade garments factory to produce men's, women's and children's clothing.** Federal Military Government has imposed ban on importation of all readymade clothing. In 1976, 389,386 doz. of western style garments were imported into country. Contact desired with U.S. companies interested in partnership arrangement and with those manufacturing garment-making machinery. Firm, established in 1975, is highly recommended as trade contact for U.S. companies. Saminu Dalhatu, Principal Investment Executive, Kaduna Investment Co., Ltd., 4 Rafi Close, Kaduna South, P.M.B. 2230, Kaduna. P-78943. OPIC.

2511 — CHILE — Medium-sized manufacturer of sewing machines, cabinets and accessories for sewing machines seeks licensing and technical agreement to manufacture **wooden, modular household furniture.** Furniture should be easy to assemble and dismantle. Anticipated initial purchase in $15,000-$20,000 range. P. Jaramillo, U.S. Emb., Codina Bldg., 1343 Agustinas, Santiago. P-78870.

2511 — GERMANY — Leading producer of **high-quality, hand-carved heavy wood furniture** seeks cooperative arrangements with U.S. firm. Company would act as agent and distributor in Germany for prospective partner willing to take over same function in U.S. Established 1876; has 380 employees, including 21 sales representatives. Company enjoys excellent reputation. Robert Albart, Wilhelm Albrecht Moebelfabrik, Postfach 327 Coburg, 8631 Weitramsdorf. P-78871.

2514 — AUSTRALIA — Division of Dunlop Australia Ltd. seeks licensing arrangement to produce **tabular metal furniture** for dinette and dining room tables. Employs 300. John Height, Mng. Dir., Ultra Furniture, P.O. Box 63, North Essendon, Victoria 3041. Telephone: 03/338-1000. P-78901.

2599 — SWITZERLAND — Established consultant and manufacturer's representative seeks licenses to produce **fixtures, furniture and supplies for use in restaurants, hotels, hospitals.** Labor-saving items are of special interest. Official of company is prepared to travel to U.S. for discussions as soon as contacts are established. Manufacture might be partially done by subcontractors depending on volume and size of items produced. Bank reference: Swiss Credit Bank, Aarau, Switzerland. Business reference: Frymaster Corp., Shreveport, La. and McDonald Corp., Oak Brook, Ill. Enrico Principi, Pres., Consulan AGM, Kloesterligasse 2, 4800 Zofingen. P-78904.

2800 — UNITED KINGDOM — Firm desires licensing arrangement for production of products compatible within its current range. Presently operates as manufacturer/distributor of **specialty chemical products,** preferably associated with marine and offshore, lubrication, leather, textiles, detergents or cosmetics. Established 1882, employs 80; annual sales, $5 million. M. C. Cameron, Highgate & Job Ltd., 35 Regent Road, Liverpool L5 9TB, England. P-78838.

2800 — UNITED KINGDOM — Manufacturer of **chemical products for home, auto and boats** is seeking licensing arrangement for manufacture of items compatible within its current range. Established 1916, employs 140; annual sales, $6 million. H. G. Werrell, Mng. Dir., Hermetite Products Ltd., Tavistock Road, West Drayton, Middlesex UB7 7RA, England. P-78839.

2800 — UNITED KINGDOM — Manufacturer of **veterinary, animal health, equine and pet products** seeks licenses to produce additional products compatible with its current range. Firm employs 100 persons; annual sales, $4 million. Crown Chemical Co. Ltd., Stair House, Lamberhurst, Kent, England. P-78872.

2834 — HONDURAS — Seeks to **manufacture medicines** under license. Firm is wholesale distributor of pharmaceuticals in Central American countries. Johnny J. Bendeck, Mgr., CASA Bendeck, P. O. Box 94, 4A Ave. S.O. 44-B, San Pedro Sula. Cable, BENDECK; telephone, 520075. P-78840. OPIC.

2834 — UNITED KINGDOM — Fairly large manufacturer/sales agent of **synthetic resin emulsions and polyvinyl alcohol** is seeking licensing arrangement for production of similar products. Established 1972, employs 280; current annual sales, $28 million. J. Topp, Mktng. Mgr., Harlow Chemical Co. Ltd., Temple Fields, Harlow, Essex CM20 2AH, England. P-78841.

2841, 2842 — GERMANY — Producer of **detergents for washing and dish washing machines and of household cleaning products** seeks licenses from U.S. firms for products complementary to its line of business. Also interested in granting licenses to American companies in its field. Established 1963, employs 41; average sales, $6 million per year. Mrs. L. Kronwitter, KRON-CHEMIE GmbH, von Richthofen-Str., 8870 Guenzburg. P-78843.

2851 — UNITED KINGDOM — Manufacturer of **products involving coating of films or papers with solutions or emulsions** seeks licenses to make compatible items. Established 1942, employs 125; annual sales, $6 million. G. R. Harris, Sales Dir., Leonard Stace Ltd., Gloucester Road, Cheltenham, Glos. GL51 8NH, England. P-78873.

2851 — UNITED KINGDOM — Seeks licenses to manufacture **wood finishes** compatible with current product line which includes wood finishes used by furniture and woodworking industries and specialized automated finishes for furniture (ultraviolet and low/medium wave infra red). Established 1920, employs 104; annual sales, $6 million. C. W. Loftus, Mng. Dir., L. G. Wilkinson Ltd., Jenkins Lane, Barking, Essex, IGII OAB, England. P-78874.

2891 — AUSTRALIA — Seeks licenses to manufacture **water-based emulsion type contact adhesives.** Established 70 years ago, firm manufactures for and distributes to building and handyman market. It currently produces two types of solvent based adhesives. B. W. Bowen, Mktng. Mgr., PABCO Products Pty. Ltd., P. O. Box 269, Wentworthville, N.S.W. 2145. WTDR. P-78875.

2899 — UNITED KINGDOM — Seeks to manufacture **chemicals** under license other than medical or veterinary items. Firm has current sales of $4 million annually, employs 85; produces chemicals. C. G. Burgess, Commercial/Technical Dir., Kent Chemical Co. Ltd., Highbury Works, Bride-

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4065. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

well Lane, Tenterden, Kent, England. P-78846.

2899—UNITED KINGDOM—Firm seeks licenses to manufacture items compatible with its product line which includes **waxes for rubber, casting, polish, and electrical industries; crayons for rubber industry; and mold release agents for polyurethane foam industry.** Established 1875, employs 40; annual sales, $1 million. J. W. K. Oates, Mng. Dir., Wilkins Campbell & Co. Ltd., Brittania Works, The Green, West Drayton, Middlesex, UB7 7NT, England. P-78876.

3079, 3292 — AUSTRALIA — Seeks to import and eventually manufacture under license **lightweight wall cladding material** for new homes; also for mobile home, renovation and mining town markets. Part of large manufacturing company, firm has over 200 distributors throughout country. Barry L. Evans, Mktng. Mgr.—Roofing, ACI Fibreglass, 332 Bay Road, Cheltenham, Victoria 3192. Telephone: 03/93-3341; telex, AA 33721. WTDR. P-78878.

3079 — GERMANY — Prominent steel and plastics company seeks joint venture with American firms to produce **various plastic items such as thermoplastics, glass fiber reinforced laminates and carbon fiber reinforced plastics.** Also interested in acquiring **processes for making and processing semi-finished products such as press molding, jet molding and deep drawing.** Prefers to collaborate with American companies with annual sales between $5 and $50 million, employing between 50 and 500 workers. Manufactures semi-finished and high-precision machined glass fiber-reinforced plastics made of unsaturated polyester, epoxy and modified phenolic resins; also produces sheets, strips, bars and machined parts made of low pressure polyethylene. Interested U.S. firms should send company information and write to Commercial Officer, U.S. Con. Gen., Bremen, APO New York, NY, 09069. Send copy of letter to Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D. C. 20230. P-78899.

3079 — HONDURAS — Interested in license or joint venture to manufacture **PVC pipe fittings** for drainage and water systems. Need complete machinery and equipment, also technical know-how. Jose Zummar L., Pres., Ferreteria Zummar S.A., 7 Calle S.O. 18, Aptdo. Postal 514, San Pedro Sul. Cable: ZUMMAR; telephone, 523214. WTDR. P-78847. OPIC.

3079 — UNITED KINGDOM — Large U.K. firm employing 2,000 persons, seeks licensing agreements for production of products compatible within its current range. Company operates as manufacturer, sales agent, distributor of **thermo and/or thermosetting plastics,** particularly for building, construction, plumbing and heating applications (including pipes, fittings, valves, sanitaryware and window frames). Established 1967; annual sales, $60 million. Victor J. Roberts, Dir., Hepworth Plastics Ltd., Edlington, Doncaster DN12 1BY, S. Yorkshire, England. P-78848.

3079 — UNITED KINGDOM — Producer of **plastic molded clips, straps, fasteners, cable ties, and kitchen unit locking devices,** seeks licensing arrangements for manufacture of products compatible within its current range. Established 1960; employs 180. Current annual sales, $3.4 million. Alan G. Raggett, Enalon Plastics Ltd., Drayton Road, Tonbridge, Kent, England. P-78850.

3241, 3585 — UNITED KINGDOM — Seeks joint venture to market **cement, domestic and industrial generators and room air conditioners** in Africa. Firm has annual sales of $32 million, employs 9. A. Lemsatef, AMEC Enterprises, 68 Freshfield Road, Formby, Liverpool 37 8QB, England. Telephone, 07048-73638; telex, 67666; cable, AMEC-FORMBY. P-78851.

3251 — PAKISTAN — Seeks joint venture with U.S. firm to manufacture approximately 400 million **clay tiles to be used to line an irrigation channel to be built over three years beginning August 1979.** Almost all the raw materials are available locally. American partner will be expected to contribute know-how and/or machinery and equipment as its equity participation. Firm is medium sized architect engineering company which has engaged in construction projects as engineering consultant since 1959. Jahangir Malik, Director, Hashim Khan Assoc., 29/E Gulberg II, Lahore. Telephone, 881891; cable, DELZIL. WTDR. P-78900. OPIC.

3261 — UNITED KINGDOM — Firm desires licensing arrangement for production of **bathroom products.** Established 1850 as manufacturer of sanitary ware. L. Tench, Mktng. Dir., Twyfords Ltd., P.O. Box 23, Stoke-on-Trent, Staffs., England. P-78852.

3400 — UNITED KINGDOM — Small company acting as manufacturer of **products related to storage equipment, light engineering products,** etc., is interested in manufacturing any product compatible within its current range. W. H. McKeown, Mng. Dir., Sperrin Metal Products Ltd., Draperstown, Co. Derry, N. Ireland. P-78896.

3400, 3500 — UNITED KINGDOM — Large manufacturer of **industrial fastening systems and other industrial products** seeks licensing agreement to produce similar products. Firm employs 1,000, reports annual sales of $28 million. F. C. Higgs, Gen. Sales Mgr., Avdel Ltd., Welwyn Garden City, Hertfordshire, England. P-78894.

3429 — UNITED KINGDOM — Licenses to make other compatible products are sought by producer and distributor of **hardware components** for furniture industries. These products include handles, casters, gliders, chair mechanisms. Firm employs 104. W. N. Swan, Mng. Dir., Plastiglide Products Ltd., Masons Road, Stratford-upon-Avon, England. P-78853.

3448 — SAUDI ARABIA — Local investor is interested in **establishing factory to make internal partitions for pre-engineered and conventional buildings.** Partitions must be lightweight, versatile, easy to install, and preferably of steel contruction with an appealing finish. U.S. manufacturers of partitions with annual sales of at least $20 million are invited to become joint venture partner. Principals only. Melcor Enterprises, P.O. Box 429, Dhahran Airport. Telephone, 44028 Alkhobar; telex, 671265 SAPA SJ. P-78854. OPIC.

3494, 3443, 3523—UNITED KINGDOM— Large manufacturer and distributor of **industrial valves and flow measuring devices for liquid and powder materials, sieving and separating, grinding and pulverizing, recycling equipment and heat exchangers** is seeking licensing arrangements for production of similar items. Established 1889; employs 1,100. Current annual sales are $62 million. Keith V. Simpson, Market Research Mgr., British Steam Specialties Group Ltd., Fleet House, Lee Circle, Leicester, Lei. 3QQ. England. P-78855.

3500—UNITED KINGDOM — Currently producing and selling **driers, processing equipment and air moving equipment,** firm seeks licenses to make additional products compatible to its line. Established 1947, employs 75. David J. Caswell, Mng. Dir., Casburt Ltd., Weston Coyney Road, Longton, Stoke-on-Trent, England. P-78877.

3531—UNITED KINGDOM — Licenses to make complementary products are sought by manufacturer of **engineered components** for structural and construction industry. Company has annual sales of $6 million and employs 200. W. Richardson & Co. Ltd., Neasham Road, Darlington, Co. Durham, England. P-78879.

3532—SPAIN — Medium sized manufacturer of steel forgings, structural metal products and parts for quarry and mining equipment, seeks licensing agreement to produce cage type **impact crushers.** Employs 166, reports annual sales of $4 million. Manuel Martinez Fernandez, Mng. Dir., Aguinaco S.A., Aptdo. 5, Mieres, Oviedo. P-78898.

3545—GERMANY — Small manufacturer of **machine tool accessories**—e.g. turrets, tool holders, bar holders, bush holders—is interested in joint venture with American manufacturer of complementary products. Hans-Joachim Hammer, Hans-Joachim Hammer, Werkzeugbau, Friedrichshofener Str. 55, 8070 Ingolstadt. P-78895.

3545—UNITED KINGDOM—Small manufacturer of **gauges, tools, jigs and fixtures** is interested in licenses to make related products. Firm employs 20. J. Fulbeck, Dir., Speedright Gauge & Tool, Shirlett Close, Aldermans Green, Coventry, England. P-78857.

3545, 3079—UNITED KINGDOM — Small manufacturer of **precision machining, fitting and assembly, thermoplastics and metallic fabrications** is seeking licensing agreements for production of similar prod-

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States or against any United States person, and (b) to encourage and, in specified cases, to require United States persons engaged in the export of articles, materials, supplies or information to refuse to take actions, including furnishing information or entering into or implementing agreements, which have the effect of furthering or supporting such restrictive trade practices or boycotts. Violators of U.S. anti-boycott law are subject to severe penalties including fine, imprisonment and revocation of export license privileges.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

ucts. Established 1968, employs 100. R. A. Vane, Dir., Pylon Developments Ltd., Unit 18, Sittingbourne Industrial Park, Crown Quay, Sittingbourne, Kent, England. P-78856.

3551—COLOMBIA—Seeks license to produce **bake and industrial ovens.** Firm manufactures bakery equipment, stoves and small industrial ovens. Employs 23. Manuel Vega, Mgr., Industrias Metalicas Mave, Aptdo. Aereo 27947, Calle 10 No. 21-99, Bogota. Cable, MAVE; telephone, 247 8959. P-78858.

3551 — SRI LANKA — Large industrial group seeks joint venture to manufacture **equipment for milling of edible oil.** Sought of U.S. participant is equity, equipment and technical and marketing assistance. Proposed project will be located in Free Trade Zone. Sri Lanka firm will provide basic infrastructure facilities. It has completed initial feasibility studies. Company is presently engaged in domestic and export sales of variety of products. Write: Elmo Wijesinghe, Special Project Mgr., Maharaja Organization Ltd., P.O. Box 319, 54 Bankshall St., Colombo 11. WTDR. P-78881. OPIC.

3551 — UNITED KINGDOM — Producer, distributor of **food processing and automatic packaging systems** seeks licenses to make related products. Firm employs 180; annual sales, $5 million. G. P. Jaina, Sales Dir., Wright Machinery Co. Ltd., Eskdale Road, Uxbridge, Middlesex, England. P-78880.

3581—AUSTRALIA—Seeks agency or licensing agreement to produce and market **food vending equipment.** Also interested in licensing production of its ice vending machines in U.S. Firm manufactures and distributes specialized food processing machinery. Edwin J. Buck, Mng. Dir., Food Engineering & Services Pty Ltd., Suite 15, 96 Camberwell Road, Hawthorn East, Victoria 3123. Telephone: 03/82-5700. P-78882.

3600 — SWITZERLAND — Hasler AG, large, well established manufacturer of telecommunications equipment, measuring instruments and business machines seeks representation agreements and option to manufacture under license at later date. Firm's product interests include: **electronic scales, stepping motors, electrical connectors, print card relays, automatic telephone dialing equipment, and automatic telephone answering apparatus.** In addition, the concern is prepared to market and produce under license other products technologically compatible with its present line. It is also interested in cooperating with American firms in developing and expanding their present production and sales programs throughout Western Hemisphere. Under such an arrangement, Hasler is ready to take up progressively the manufacture of new equipment meeting needs of its American partner.

Establshed 1883, firm employs 6,350 and maintains sales and service network in several countries. Is experienced in production of telephone systems and apparatus, broadcasting equipment, power supplies, telex exchanges, tachometers, stamping machines, counters, accounting machines, cash registers and wide range of other equipment. For further details write R. Granges, Ass't to Chmn. Hasler AG, Belpstr. 23, 3000 Bern L4. Telephone, 301/65 21 11; telex, 32 413. Further information available from Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78925.

3644—UNITED KINGDOM—Manufacturer of **electrical installation equipment tools, and accessories** is interested in manufacturing under license any product compatible within its current range. Employs 600, reports annual sales of $1.6 million. A. F. Brown, Gen. Export Mgr., Barton Conduits Ltd., Old Birchills, Walsall, W. Midlands WS2 8QE, England. P-78892.

3714—UNITED KINGDOM—Manufacturer of **trailer axles, suspensions, tripping gear and other equipment for commercial and agricultural trailers** seeks licenses. Firm wants to make any products allied to its current line. Established 1930, company employs 106 and reports annual sales of $6 million. L. E. Boyt, Sales Admins. Mgr., Hunton International Ltd., Drayton Road, Norwich, Norfolk, England. P-78859.

3714—UNITED KINGDOM—Manufacturer of **automotive products, civil engineering products and products for marine industry,** seeks licensing agreement to produce any product compatible within its current range. A. R. Halloway, Int'l Dir., Andre Rubber Co. Ltd., Kingston Bypass, Surbiton, Surrey, England. P-78897.

3728—UNITED KINGDOM—Large manufacturer of detail and assembly production of **aircraft components and structures** is interested in manufacturing under license any product compatible within its current range. Company employs 1,400 and reports annual sales of $20 million. R. A. Watt, Sales Administrator, British Aerospace, Aircraft Group, Scottish Division, Prestwick Airport, Ayrshire, KA9 2RW, England. P-78903.

3823—UNITED KINGDOM—Manufacturer of **combustion equipment, gas and oil and related fuel saving devices** seeks licensing arrangement to produce similar products. Employs 95; annual sales. $2.5 million. J. E. L. Kruger, Dir./Gen. Mgr., Radiant Superjet Ltd., Clapgate Lane, Woodgate, Birmingham B32 3BP, England. P-78902.

3823—UNITED KINGDOM—Producer of **precision engineering products, especially measuring, gauging, and extension equipment,** seeks licenses to manufacture similar items. Established in 1921, firm employs 200 and has annual sales of $2 million. M. E. Tyers, Sales Mgr., Gay's (Hampton) Ltd., Oldfield Road, Hampton, Middlesex, England. P-78932.

3841—UNITED KINGDOM — Manufacturer/distributor of surgical instruments, especially those designed for special techniques, ostomy care, and disposable items, seeks licenses to make related products. Established in 1863, firm employs 850 and has annual sales exceeding $24 million. I. G. C. McAffer, Mktng. Mgr., Downs Surgical Ltd., Church Path, Mitcham, Surrey, England. P-78930.

3841, 3842—GERMANY—Manufacturer of **hospital equipment and supplies,** specializing in surgical and sterilization sector, is seeking licensing arrangements for production of complementary products. Established 1954, employs 550. MMM Muenchener Medizin Mechanik GmbH, Postfach 1111, 8033 Planegg. P-78860.

3841, 3842—UNITED KINGDOM—Manufacturer/distributor of **rehabilitation equipment, patient aids and general aids for the disabled** seeks licenses to make compatible products. Established in 1964, firm employs 70 and has annual sales of $4 million. David James, Mng. Dir., Mecanaids Ltd., St. Catherine St., Gloucester, England. P-78918.

3991 — UNITED KINGDOM — Seeks licenses to manufacture items compatible with its current product line of **paint and varnish brushes and rollers.** M. Leigh, Dir., Leng-Armac Limited, Stirling Way, Barnet By-Pass, Boreham Wood, Herts. WD6 2AN, England. P-78926.

4583—KUWAIT—Long established firm desires to contact U.S. **air freight forwarders and freight removal service firms** regarding establishment of joint venture to serve freight needs of Gulf area on commercial basis. Company will invest approximately $250,000 in joint venture and will provide minimum of 200 sq. m. in warehouse space. It has complete sea freight facility. Habib Khattar, Mgr., Al Rashed Travel Bureau, P.O. Box 241 Safat Kuwait. Telex, 2063 KT; cable, ABDULAZIZ, Kuwait. WTDR. P-78862.

8911—CHILE—Joint venture arrangement sought with **consulting engineering or engineering/construction firm.** Established in 1961, company was once one of Chile's most prestigious engineering and construction firms. U.S. firm should have experience in electric power line installations, telephone network expansion, roads, bridges and public housing. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78886.

8911—SAUDI ARABIA—Firm seeks joint venture arrangement with U.S. firm specializing in **architectural engineering and**

consulting. Wishes to expand into civil works projects. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78884. OPIC.

8911 — SAUDI ARABIA — Collaboration sought with U.S. **engineering firm.** Established in 1975, firm is distributor of construction materials and takes on medium-sized contracts for construction of houses, schools, hospitals and bridges. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78885. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a joint venture or licensing agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Joint venture

BRAZIL—Group seeks U.S. joint-venture partner with view to entering **mining** field. U.S. mining company(s) could have equity participation of up to 49%, with possibility of participating in management of joint firm. Group is also willing to act as commercial representative in Brazil for U.S. firms. Interested U.S. firms should contact Peter Hansen, Resource Officer, American Consulate General, Rio de Janeiro. File 4055.

GERMANY—Industrial consultant offers joint venture and/or exclusive rights for license of manufacturing, technology, know-how, marketing, and distribution in U.S. for **protein-containing human and animal food additives** (short-chain protein products, foamstable protein, and easily resorbable protein). Malte Langheck, Saalburgstr. 89 A, D-6380 Bab Homburg v.d.H. File 4056.

GERMANY—Multi-head automatic embroidery machines. Firm is interested in discussing with American companies possible joint venture partnership for assembly of these machines in U.S. Firm plans to send 2 or 3 technicians from Germany for start-up period. Interested U.S. partner should be engaged in manufacture of special machinery for textile and clothing industries. Wolfgang Matheis, Business Partner, Wilhelm Marcus KG, Stickautomaten, Weilerbachstr. 6-8, Postfach 1221, D-7332 Eislingen. File 4057.

Licensing

FINLAND — Orhan Bayaz, Mng. Dir., Northern Technologies Oy, Pohjoisesplanadi 27 C, SF-00100 Helsinki 10, is offering:

Know-how license for fabrication line of **ready-made roof elements.** This is manufacturing process for ready-made elements intended for use in construction of small houses, industrial halls, etc. Plate elements save labor costs, accelerate building process and reduce rain damage. Patent for this technology is pending. License is offered at production stage; economic data (unit cost, etc.) available. Prospective licensee should have about 1,000 sq.m. of space for manufacture and storage. In addition, it should have available source of self-adhesive bituminous felt and waterproof board plate. File 4059.

Manufacturing license for **hydraulic crane.** Crane type suitable for mounting on vehicle or permanent installation. Lifting capacity, 8-16 metric tons; lift extension, 7.5-16 m.; max. lifting power, 1,000-4,000 KP, torque 2,000-4,000 KPM. Crane is designed for general-purpose use and is particularly well-adapted for loading timber. Light-weight construction; built of high tensile steel. Economic data (unit cost, etc.) available. Prospective licensee should be sales and service oriented in addition to having production facilities for steel plate fabrication equipped with machinery for cutting, flame-cutting, folding and CO_2 welding, milling, drilling (including radial drilling), as well as lathing, grit-blasting, painting, assembly and testing. Other requirements include storage space and total area of at least 1,000 sq. m. File 4060.

Manufacturing license for **automatic palletizer,** designed for handling broad range of packaged products, that has an electronic control system with wide scale of palletizing programs. Standard type has slide system; robot type for sensitive material is also available. Economic data (unit cost, etc.) available. Prospective licensee should have sales staff for materials handling equipment, mechanical and electronic service staff and materials handling planning personnel. File 4061.

FRANCE—Manufacturer and exporter of speed changers, reducers and gears for industry is interested in seeking licensing agreement with U.S. firm for production of **speed reducers** in U.S. Usines Merger, 11-15 rue des Freres Eberts, BP 42, 67023 Strasbourg Cedex. File 4062.

GERMANY—New technique for printing on PVC hard foil by using wet offset system and ultra-violet drying process. Wet offset printing technique reportedly provides for superb printing quality, and drying process is highly economical in terms of cost and floor space. Firm is offering its transfer of technology, and know how for offset printing. Gerhard Seufert, Owner/Mgr., Seufert Verpackungen, Hans-Sachs-Str. 3, D-6054 Rodgau-5. File 4063.

GERMANY — Grinding wheels/discs, including diamond grinding wheels, for industrial use. Firm is interested in exchange of know-how and licenses with suitable, medium-sized U.S. manufacturing companies. Guenther Krebs, Mng. Partner, Krebs & Riedel KG Schleifscheibenfabrik, Postfach 1127, D-3522 Karlshafen/Weser. File 4064.

GERMANY—Submersible booster pump that eliminates need for bypass installation and for check valves. Basic feature is shifting impeller. When pump is not in use, impeller, together with rotor, retracts axially under flow pressure, permitting water to flow around them through pumping casing. When electric motor is started, impeller shifts back, closing pump case to engage entire flow without interruption of flow or loss of head. Booster pumps are adaptable for mains of up to 4,000 GPM capacity, and will give pressure increase of 30-70 psi or higher. It is estimated that increase in capacity of 30-60% can be achieved with outlay of 3-5% of cost of replacing main. Pump is started and stopped by pushing button at plant, or automatically in response to electric pressure gage set at predetermined pressure levels. Dr.-Ing. Henning G. Bartels, Luetjenburger Str. 26, 232 Ploen/Holstein. File 4065.

GERMANY—Small electric household appliances (coffee makers, electric tooth brushes, hair dryers and manicure sets). Herr Martin, Wigo-Gottlob Widman & Soehne GmbH, Postfach 1120, 7220 Villingen-Schwenningen. File 4066.

GERMANY—Locking aid. Offered for sale or as exclusive license is pneumatically actuated locking aid for automotive rotary catch lock characterized by simple and space-saving construction excluding occurrence of failures and ensuring reliable operation over extended service life. Locking aid is protected by two German patents. Herr Drechsler, Ohler Eisenwerk Theob. Pfeiffer, D-5970 Plettenberg-Ohle. File 4067.

SWITZERLAND—Bob-run slide system for holiday resorts. Slide consists of channel-shaped polyester elements and is used as bob-run type of summer attraction. Rider sits on wheeled "bob" with brakes. Length of slide run can be several yards, straight or with curves. Ideal U.S. partners would be firms already producing amusement park equipment with polyester working capability, or any other company which has interest in diversifying into new ventures. Heinz Ritter, Bionstra. 18, CH-8006 Zurich. File 4068.

SWITZERLAND—Bench power supplies with automatic range switching used in electronics OEM industry. K. Witwer, Pres., Dr. K. Witwer Elektronik AG, Seestra. 141, 8703 Erlenbach-Zurich. File 4069.

Argentine Provinces To Show Economic Potential At Fair

FERINOA 79 (Cuarta Feria Internacional Agro-Industrial del Norte Argentino), to be held in Salta in October 1979, constitutes a common effort on behalf of Salta and other Argentine Provinces to show the world their economic potential. This fair includes, among other things, exhibitions from the agricultural, livestock, industrial and mineral sectors, and it represents an excellent opportunity for establishing commercial relations.

For more information contact: Cámara de Comercio Exterior de Salta, Alvarado 941, 4400 Salta, Argentina.

Ivory Coast Show To Feature Hotel, Restaurant Equipment

The Ivory Coast Ministry of Tourism will sponsor in November 1979 a one-week exhibition of hotel and restaurant equipment. The show will be held in the Palais des Congres, the large exhibition hall of the Hotel Ivoire in Abidjan. The Ministry is soliciting participation from local and foreign suppliers. Interested American exhibitors should contact Monsieur Jean Pierre Lauwereins, Conseiller Technique Hotelier, B.P. V184, Abidjan, Ivory Coast, telex 3438 MINITOU, tel. 32-00-88.

Cairo Fair Set For March

U.S. firms are invited to participate in the next Cairo International Fair, scheduled for March 17-31, 1979. The Commerce Department, with the U.S. Embassy in Cairo, plans to sponsor a U.S. pavilion for the fifth consecutive year. Contact: Edward Kinnear, U.S. Embassy, Cairo, APO New York, 09253; or Franc Manzolillo, U.S. Department of Commerce, Washington, D.C. 20230, phone 202-377-2991.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Pulp mills, products

2611226—IRAN—Sulfite kraft pulp, unbleached, 24,000 tons. Companies without agent in Iran should consult tender docs. available from Dept. of Commerce, TOP, Rm. 2014, Wash., D.C. 20230, tel. 202-377-2251, and submit bid in accordance with conditions. Original of tender docs. & specs. not required. Submit bids to—A. Malayeri, Purchasing Mgr., Iran Wood & Paper Industries, c/o IDRO P.O. Box 11-1718, Tehran. Refer to softwood kraft pulp. No bid deadline stated.

2643100-200-300 — BAHAMAS — Mfrs. of 100 lb. polyethylene bags & 80 lb. paper bags with plastic lining, suitable to bag & store mixed fertilizers. Inquirer, an accountant, is establishing small plant that will import nitrogen, phosphate & potash for mixing together to produce mixed chemical fertilizers for local use. Financial reference is Bahamas Development Bank, P.O. Box N-3034, Nassau. Bank is financing project. Miller considered responsible individual by local business sector. Contact: Ernest S. Miller, Bahamas Fertilizer Mfg. Co. Ltd., P.O. Box ES-6311 Nassau. Tel. 809-325-5503.

Industrial chemicals

2819932—WEST GERMANY—Chromium acid, flake type, annual quantity 800 metric tons. Quote f.o.b. U.S. port. Mfr. of semi & fully automatic equip. for electrolytic & chemical surface treatment of metals. Estab. 1873, employs 800, annual sales DM 55 million. Financial refs.-Deutsche Bank AG, 4000 Duesseldorf & Commezbank AG. 4040 Neuss. Reply to—Herr Gingter, Mfr., Purchs. Dept., Langbein-Pfanhauser Werke AG, Postfach 317, 4040 Neuss. Cable—ELPEWE; tel. (02101) 2001. Telex 8517887.

Glass products

3231621—JAPAN—Stained glass, est. annual purchase $20,000. Buyer will sell item to wholesalers throughout Japan. Ref.—Bank of Osaka, Nishi-Noda Br. Reply to—Akio Azuchi, Azuchi Co., 3-3-9, Nogami, Takarazuka City, Hyogo Prefectural Japan. Tel. 0797-72-9191.

Steel mill products

3312600-21700, 3494300—GHANA—Ample quantities short lengths steel pipes (various sizes 4-24 in. outside dia. range), valves, & cast iron pipe fittings with accessories (gaskets, bolts, fire hydrants, tees) needed for 2nd phase of Accra/Tema Metropolitan Water Supply Project. Financed with Intl. Dev. Assoc. Credit. Obtain tender docs. for $50 from Project Manager, Ghana Water & Sewerage Corp., P.O. Box 1840, Accra. Refer to contract MS/9. Bid deadline Dec. 15.

3316700—EGYPT—16,600 metric tons steel piling sheets. Tender docs. cost U.S.$200. Offer must be submitted through registered commercial agents from public or private sector, must incl. bid bond mentioned in tender docs. Obtain bid docs. from—Suez Canal Authority, Procurement Dept., Ismailia. Bid deadline Nov. 20.

Fabricated structural metal products

3443100-298—SYRIA—Supply 1 fumigator & sterilizer per tender book specs. & conditions. Bid bond 10% tender price by check or bank guarantee. Brochures in duplicate accepted up to Nov. 20. Mode of payment not defined. Syrian Ministry of Defense & subsidiary depts. will deal only with companies having agents registered with Ministry. Obtain tender book from—Medical Services Administration, Defense Ministry, Khateeb Square, Damascus. Refer to bid No. 6178. Bid deadline Dec. 5.

3443953-115, 3498019, 3561103-11-98, 3563165, 3823000 — ARGENTINA — Pressure vessels, polymerization reactors or autoclaves. Stainless steel centrifugal pumps. Heat exchanges. Reciprocating rotary & positive displacement compressors. Reciprocating pumps. Metering pumps. Carbon & stainless steel piping & fittings. Electric & pneumatic type process control instruments. Electroclor S.A.I.C. will erect 41,500 mt/y polyvinyl chloride (pvc) plant at Bahia Blanca, using vcm as feedstock. Electroclor will use technology of Ici Ltd., England, for polymerization process. Ici will also supply basic engineering & Argentine engineering construction firm will conduct detail engineering, procurement & erection plant. Process unit comprises following sec.—polymerization reaction; continuous vcm stripping; drying; vcm recovery; packaging. Total project cost U.S. $64 million, approx. U.S. $15 million will be imported equip., materials & services. Financed by Argentine Dev. Bank & Inter-American Dev. Bank. Specs. for ea. bid will be sent to mfrs. that are pre-qual. Reply by return mail enclosing product catalog, ref. list of installations in operation, copy latest annual report, & any other company info. to enable Electroclor SAIC to determine which firms will be pre-qualified. U.S. suppliers should bear in mind that, in case of projects financed by IDB, for purpose of bid evaluation local mfrs. given 15% preference vis-a-vis non-Argentine suppliers. Submit info. to—Electroclor S.A.I.C. Paseo Colon 285—Piso 5, 1330 Buenos Aires.

Engine, turbines

3511100, 3443300, 9918100—SINGAPORE—Electricity Dept., Public Utilities Board (PUB), will be tendering in early 1979 for generators, boilers, & related equip. for stage III of Senoko Power Plant Project. Entire project will cost over $150 million & will consist principally of 2 heavy oil fuelled 250 megawatt generators to be installed on north coast site halfway between Johore Causeway at Woodlands & Sembawang Shipyard area. Engineering design work for stage III will be done in-house by PUB. While price will be important consideration, more emphasis is placed on selecting reliable suppliers with extensive experience. Increased interest by U.S. companies would be welcomed. PUB engineers will be attending IMC exhibition & technical seminars on energy systems scheduled for Nov. 7-10, 1978 in Singapore. Visits by & corres. with U.S. electrical energy systems suppliers would be welcome. Contact—Leong Leun Kit, Engineer, Gen. Supt., Electricity Dept., Public Utilities Board, P.U.B. Bldg., Somerset Rd., Singapore 9. Tel. 2358-888, ext. 350; telex RS 25047. Cable—PIYUBI, Singapore.

3511100—INDIA—Supply, erection, transportation, testing & commission 2 nos. 60-mw turbo generator sets & accessories with matching boilers for installation at Durgapur Steel Plant. Bidders also required to provide operation supervisory service after commissioning. Participating firms should have past experience of commissioning 5 or more similar equip. sets, which have been in successful operation for at least 2 yrs. Interested firms must obtain tender docs. on payment of RS 650 ($80.25) from Chief Cashier, Steel Authority of India Ltd., Durgapur Steel Plant, Durgapur 713203, West Bengal. Refer to bid No. GLOBAL/PUR/CPP/1. Bid deadline Dec. 1.

Construction machinery

3531000-42000-53000, 3423100 — BOLIVIA—Construction mach. & equip. for 5 training centers, in El Alto-La Paz, Cochabamba, Santa Cruz & Tarija. Mechanics tools & equip. for training. Electric machinery & tools for training purposes. Wood working machines for training purposes. Financed by BIRF. Value of purchase $1,500,000. Specs. cost $50 prior to submitting offers. U.S. firms must have Bolivian representative. Obtain specs. from—Servicio Nal. de Formacion de Mano de Obra, Fomo, Casilla 288, La Paz. Refer to bid No. 1/78 loan 1404 BO. Bid deadline Dec. 14.

3532300—TURKEY—Drilling equip. compressors—70 ea. min. 200 hp, min. 4-cylinder water-colled diesel power rotary screw type, min. 750 cfm., 100 psi compressor

with air receiver & 6-port manifold. Mounted on pneumatic tired wheel carriage. Each compressor complete with 6 rock drills, air hoses & line oiler. Pneumatic percussion drills—60 ea. Hydraulic boom & feed mast with 180 degree dump, 50 degree swing, suitable for 3 meters long drill rods, reversible drifter, mounted on oscillating track type crawler undercarriage. Complete with drill rods, striking bars, carbide-tipped bits, etc. Procurement will be made on credit basis. Bidding specs. in English must be obtained from Modern Translation Bureau — Karanfil Sokak 21/4, Yenisehir Ankara, for $18 prior to submitting offers. Checks payable to Modern Translation Bureau should accompany orders. U.S. firms should forward completed tender docs. direct to buyer or thru U.S. firm's Turkish rep., to buyer. Completed tender docs. should not be returned to Modern Translation Bureau. Bid deadline Nov. 9. Submit bids to—Karayollari Genel Mudurlugu, Malzeme Subesi Mudurlugu, Yucetepe Mahallesi, Ankara. Telex 42304 KUM-TR. Refer to bid 78-801-8.

Metalworking machinery

3541000—INDIA—List of machine tools required by BHEL. Cost each tender doc., available from Dept. Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251. Tender docs. available at below address by sending check to order of Accounts Officer (cash), BHEL (HEEP), Hardwar. Interested bidders must obtain tender docs. prior to submitting bids. Import likely against free foreign exchange. Obtain bid docs. from—Bharat Heavy Electricals Ltd., Heavy Electricals Equip. Plant, Ranipur, Hardwar 249403.

3545200-1800-6000-9000, 3423000, 3553000, 3662690, 3694000 — INDONESIA — Interested & qualified mfrs./suppliers located in member countries of World Bank & Switzerland invited to bid to furnish, deliver, install & operationally test (tryout), workshop & related vocational education teaching machinery & equip. for 17 new vocational training centers located throughout Indonesia, financed under IBRD loan No. 127-IND. Mfrs./suppliers may submit bids directly or through their authorized representative in Indonesia. In either case, bidder must comply with bid terms & conditions stipulated in underlying bid docs, for which this advertisement is announced. Required equipment may be categorized as follows—automotive equip.; electrical equip.; electronic equip.; refrigeration & air conditioning equip.; machine tools & machine tool accessories; metal trades equip.—welding, plumbing/pipe fitting, heat treatment, sheet metal & blacksmith; building & woodworking equip.; commercial/secretarial/audio-visual equip.; workshop hand tools; workshop measuring instrument, fixtures & accessories. Obtain bid docs. from—Dir. Project Implementation Unit, Ministry of Manpower & Transmigration, Jalan H. Agus Salim No. 58, 4th Fl. (west-wing), Jakarta Pusat. Refer to bid No. 02/PROC/PIU/1978. Bid deadline Dec. 28.

Service industry machines

3585117—EL SALVADOR—Mfr., supply, delivery, installation & testing air conditioning & mechanical ventilation system for systems operations center bldg. Air conditioning system must operate with recirculated cold water using reciprocating compressors, with 57 ton total cap. Above system must incl. following—2 self-contained water coolers with reciprocating compressors, 1 cooler to be kept on standby. 6 air handlers; 8 fan-coil units; 2 cold water pumps, 1 for stand-by; 1 ventilator with half-horsepower motor; 5 extractors with motors of less than ½ horsepower. Financed by World Bank & govt. Bid docs. cost $25. Interested firms must provide, with their offer, following info.: details on their experience in similar work, statement financial resources, organizational chart, bank references, kind of maintenance to be provided in El Salvador, & any other pertinent info. Ducts & water pipes must be delivered at site of construction by June 5; rest equip. by Sept. 5, 1979. Obtain bid docs. from—Comision Ejecutiva Hidroelectrica, Del Rio Lempa—Cel, Calle Poniente No. 950, San Salvador. Refer to bid No. CEL-596. Bid deadline Dec. 5.

Electric transmission, distrib. equip.

3612000-3000, 3357800, 9918201—SAUDI ARABIA—Oneiza Electric & Sauburbs Co., P.O. Box 4, Oneiza, Saudi Arabia, cable address—ONEIZA, announces tender docs. for supply, transport, construction & erection for following projects—city electrification network at Oneiza, incl. distrib. stations, approx. 90 km 13.8 kv power cables, 60 compact stations, synchronizing & telecommunication system, approx. 500 low voltage minipillars & house service connection incl. approx. 90 km low voltage cable. Rural electrification, Oneiza area, incl. approx. 100 km overhead transmission line 13.8 kv on woodpoles, 30 transformer stations, minipillars, house service connections incl. 7 km low voltage cables. Tender docs. cost DM 1,000. Bank account No. 374 800 with "Bayerische Vereinsbank" Munchen. Contact: Oskar Von Miller GmbH, Consulting Engineers, P.O. Box 900628, Warngauer Str. 46, 8000 Munchen 90, W. Germany. Tel. 697421; telex 528091 OVM D. Bid deadline Nov. 18.

3612200-3000—HONG KONG—Mfrs. invited to bid for supply, erection, & commissioning electrical equip. for Stage I of Sha Tin New Town Sewage treatment works as follow—8 power transformers of 3 phase, oil immersed, ground mounting outdoor type for use on 50hz supply & having natural oil & air flow cooling. Ratios & ratings to be 2 no. at 11 v/3.3kv 2500 kva, 1 no. at 11kv/346v 1000 kva, 3 no. at 11kv/346v 500 kva & 1 no. at 11kv/346v 315 kva. 1 combined 3.3kv & 346v purpose built indoor switchboard for starting & control of three 550kw 3.3kv electric motor driven compressors, with provision for 2 future compressors. Board shall have duplicate incomers & bus coupler of air circuit breaker type, & main motor starters shall be of primary reactance assisted start type incorporating vacuum contactors. Board shall have 3.3kv full load current rating 630a, short time rating 16ka for 3 sec. & shall be to A.S.T.A. or equivalent certified design. Tender deposits required & tenderers must obtain receipt showing that they have deposited at Treasury Revenue Branch, Central Govt. Off., W. Wing 1st Fl., Ice House St., Hong Kong or Causeway Bay Sub-Treasury, Causeway Bay, Magistracy Bldg., 2nd Fl., Electric Rd., Hong Kong or Yaumatei Sub-Treasury, Kowloon Govt. Off., 405 Nathan Rd., 4th Fl., Kowloon, or Kowloon City Sub-Treasury, Man Sang Commercial Bldg., 1st Fl. 348-352, Prince Edward Rd., Kowloon, sum of HK$1,000 as pledge of their tender. Funding being provided by Asian Dev. Bank. Obtain forms of tender, conditions of contract, specs. & drawings from below address on production of following—Treasury receipt for deposit of HKS$1,000 (refundable on submission of fully complying tender). Written authorization from mfr. where representative is applying on behalf of mfr. May obtain outline specs., details from below office. Contracts will only be awarded to mfrs. who have installed similar sized equip. elsewhere. Obtain bid docs. from—Watson (Hong Kong) Chartered Civil Engineers, 664 Nathan Rd., Kowloon. Refer to contract No. 514 of 1975. Bid deadline Dec. 1.

3612200-3100, 9918203—BURMA—Supply & supervision of erection of 2 power substations, complete with transformers, switchgear & auxiliaries. Financed with ADB credit. Interested U.S. firms should cite "9(T)/PTP-EPC/ADB-242 BUR(SF)/78" and send check for $20 per set of bid docs. Contact: Managing Dir. Electric Power Corp. 197-199 Lower Kemmendine Rd., Rangoon. Bid deadline Dec. 14.

3613200-2200—THAILAND—Seven 230 kv gas circuit breakers. One 138 kv gas circuit breaker. Forty-two 115 kv gas circuit breakers. Six 34.5 kv gas circuit breakers. Twenty 23 kv power circuit breakers. 207 current transformers—115 kv, 92 kv, 34.5 kv, 25 kv & 138 kv. Financed by loan from Asian Dev. Bank. Tender docs. for sale at U.S. $100 per set of 2 copies from: Electricity Generating Authority of Thailand (EGAT), Nonthaburi. Refer to bid No. C002. Bid deadline Nov. 21.

Communications equipment

3661155—INDIA—Dept of Posts & Telegraphs has issued following 3 tenders: Complete digital electronic type trunk automatic exchanges required for following telephone exchanges—Agra 2000 lines; Belgaum 2000 lines; Bhopal 1000 lines. Refer to bid No. 8-19/77-MMD. Bid deadline Dec. 28. Also, electronic type telex exchanges complete in all respects are required for following telephone stations—Bombay, 3600 lines; Delhi, 2400 lines; Calcutta, 1900 lines; Madras, 2100 lines. Refer to bid No. 12-204/77-MMD. Bid deadline Dec. 7. Also, complete SPC electronic type trunk automatic exchanges required for following telephone exchanges—Bombay (Cadel Rd.) 5,000 lines; Delhi (Janpath) 4,000 lines; Calcutta (Tiretta Bazar) 3,000 lines; Madras 3,000 lines. Refer to bid No. 12/205/77—MMD. Bid deadline Dec. 5. Import likely against IDA financed line of credit. Tender docs. for each tender available for RS.500 (approx. $62.50) per set, from Section Officer, MMD Section, 12th Fl., Sanchar Bhawan, New Delhi, by sending check, payable to Section Officer C & A Posts & Telegraphs, New Delhi. Contact:—Director General, Posts & Telegraphs (MMD Sec.), New Delhi 110001.

3662000, 3825000, 9918204—SINGAPORE—Supply, delivery, installation, testing & commission, on turn-key basis, control & supervisory system for transmission maintenance center. Capacity system 1008 intl. 4-wire circuits. Info on system available from Dept. Commerce, TOP, Rm. 2014, Wash., D.C. 20230, tel. 202/377-2251. Tender is open to Telecommunication Authority of Singapore's registered contractors, classes C & D. Non-registered contractors required to pay S$1,000 (approx. U.S.$430) deposit in order to obtain tender docs. Tender deposits should be in form of crossed checks made out in favor of "Telecommunication Authority of Singapore." Tender deposits will be refunded in full

to tenderers who have returned bona-fide tender which is not subsequently withdrawn during tender validity period. Bid deadline Nov. 10. Obtain bid docs. from—Douglas Ting, Purchasing Dept., Telecommunication Auth. of Singapore, 4th Fl. Plaza Singapura, 68 Orchard Rd., Singapore 9. Refer to ref. PT/148/78(Y).

3662123—PAPUA NEW GUINEA—Supply & delivery 4 sets tuneable communication receivers. Notes & special conditions follow—Schedule 1—Item 1, 4 communications receivers; Item 2, 2 station spares; Item 3, 1 depot spare; Item 4, 4 handbooks; Schedule 2—Item 1, specialized test equip.; Item 2, options. Frequency of operation-receiver shall operate on any frequency in range 300 khz to 30 mhz. Types emission-receiver shall be suitable for following modes of emission (as defined by CCIR)-telegraphy on A1, A2; telephone AM on A3; telephone SSB on A3A, A3H, A3J with USG or LBB. Additionally equip. shall have capability being used with FSK circuits i.e. telegraph or telex circuits. Tenderer shall state means by which this is achieved, & any addl. costs involved. Interested suppliers may wish to contact Farrell Lines for cheap means shipment through U.S. W. Coast to Lae or Rebaul, PNG, with transshipment to Port Moresby. Gen. conditions, bid documents, must be obtained prior to submitting offers from: Chairman, Supply & Tenders Board, Dept. Public Utilities, Postal & Telecommunication Ser., P.O. Box 171, Port Moresby. Refer to bid No. P&T 99. Bid deadline Dec. 8.

3662343-347-512 — PERU — Explosive detection & control apparatus. Fire alarm devices. Fire detection & identification apparatus. Inquirer is looking for low-priced hand-operated equip. Interested firms should submit quotations, catalogs & other pertinent information. Purchase to be paid with own funds. Contact—Nelson B. Romero and/or Miguel T. de Aguila, Pol. de Invest. Del Peru, Dir. de Invest. Especiales, Prefectura de Lima, Av. Espana S/N—Lima 1. Bid deadline ASAP.

3662651—SINGAPORE—Supply, installation, testing & commissioning, on turn key basis of S-Band Meteorological Radar System at Changi Intl. Airport, Singapore, for Tele-Communication Authority, Singapore, on behalf of Meteorological Service. Tender docs. available upon payment of $2,000 (approx. US$860) tender deposit which could be paid in form of bank draft in favor of Telecommunication Authority of Singapore & must be obtained prior to submitting offers. Add'l. info. available from Dept. Commerce, TOP, Rm. 2014, Wash., D.C. 20230, tel. 202-377-2251. Bid deadline Dec. 1. Obtain bid docs. from—Douglas Tine, Mgr., Purchasing Dept., Telecommunication Authority, Singapore, Plaza Singapupa, 4th Floor, 68 Orchard Rd., Singapore 9. Refer to ref.—PT/143/78(Y).

3662690-290, 3545200-9411, 3553100, 3811-200, 3825000—INDONESIA—Ministry Education & Culture, received loan from IBRD in various currencies equivalent to US$17.4 million towards cost of Ministry of Education & Culture component 4th education project & intends to apply proceeds this loan to eligible payments under contract for which this invitation to bid is issued. Prospective bidders from member countries of IBRD & Switzerland invited to submit sealed written bid, direct or through their Indonesian rep./agent, for providing & delivering tech. education equip. & related supplies for following trades—mechanical; automotive; electrical; electronics; building construction; audio visual aids; engineering science lab. Tender docs. must be obtained personally upon non-refundable payment of rapiah 10,000 (approx. $24.10) average per bid package from address below prior to submitting offers. Project is not able to accept request for tender to be sent by mail. Obtain bid docs. from—Proj. Implementation Unit Dir., 4th Education Proj., Dir. Tech. & Voc. Ed., Jalan Hang Lekir II/16, Kebayoran Baru, P.O. Box 121/KBYB, Jakarta Selatan. Refer to bid No. 2595/EQ/1978. Bid deadline Nov. 14.

Motor vehicles, equipment

3711310—IVORY COAST—Ministry of Transport & Public Works preparing to launch bid in late October for supply passenger buses for city of Bouake, second largest city in Ivory Coast. Bid will be for either 60 buses of 80-100 passenger cap. or for 100 buses of 50 passenger cap. Financing yet to be determined. Interested suppliers should contact: Monsieur Kouadio Wilson, Chief du Cabinet, Ministry Transport & Public Works, B.P. 4330, Abidjan, Ivory Coast.

Railroad equipment

3743313—MEXICO—Railroad maintenance shop equip.—8 units, axle mounts for mounting & dismounting roller bearings. Financed by Intl. Bank for Reconstruction & Dev. Specs. must be obtained for 500 pesos or $22.10 (current rate exchange 22.65 pesos to $1). Language Spanish or English. Tel. 095-547-6273. Obtain specs. from—Guillermo Ruiz Hernandez, Subgerencia de Adquisiciones, Ferrocarriles Nacionales de Mexico, Av. Central No. 140, Ala "A" Mexico 3, d.f. Refer to bid No. MA-1232. Bid deadline Nov. 14.

Laboratory equipment

3811200—SYRIA—Supply of laboratory equip. per tender book specs. & conditions. Bid bond 10% tender price by check or bank guarantee. Mode of payment not defined. Tender book obtainable free from—Medical Services Administration, Defense Ministry, Khateeb Square, Damascus. Refer to bid No. 5973. Bid deadline Nov. 18.

Measuring & controlling devices

3824298-3051-3063-3065-3069-3070-4224 — BOLIVIA—3 ea. chemical quantitometer; 1 ea. pressure gauge for gases; 1 ea. liquid control instruments; 1 ea. demagnetizing tunnel; 1 ea. portable magnetoscope; 1 ea. contact pyrometer; 1 ea. gasometer. ENFE had tender for this specialized equip. recently & there were no bids for these items. ENFE still wishes to buy equip. & preferably from U.S. firms. This is not tender; it is direct sale without deadline. Railroad co. has obtained World Bank loan US$35 million for this & other purchases. This is ENFE's 3rd phase of its rehabilitation plan. Proposals can be submitted to nearest Bolivian consulate for forwarding to La Paz; however, U.S. firms must notify ENFE by telegram of this action. Reply to —Gerencia de Rehabilitacion e Inversiones, Empresa Nacional de Ferrocarriles, Casilla 428, La Paz.

3829400—INDIA—One 80 c.c. coaxial ge (li) detector, 15% efficiency, with preamplifier, horizontal dipstick cryostat of 30 liters dewar. Resolution at 122 kev/1.33 mev; 0.90 kev/2.2 kev. Also 1 coaxial intrinsic germanium detector, 8-10% efficiency with preamplifier, horizontal dipstick cryostat with 30 liters dewar. Resolution at 122 kev/1.333 kev; 0.80 kev/1.9 kev. Interested U.S. bidders should obtain tender docs. priced RS.60 (approx. $7.50) from: E. Y. Kalimuddin, Asst. Purchase Officer, Dept. of Atomic Energy, Directorate Purchase & Stores, Mohatta Bldg., 3rd Fl., Platon Rd. Bombay 400 001. Refer to bid No. DPS/BARC/IEE/1842. Bid deadline Nov. 9.

Surgical, med., dental instruments

3841000-2100, 2392000, 2531100-99021 — BAHRAIN — Firm general trader, construction contractor & bidder on various govt. tenders. Interested in representing U.S. company to bid for large tender invited by Kuwait Tech. Office for furnishing & equipping health complex. Tender covers variety items incl. fittings, equip. & furniture for complex, 21 nurses rms., hqs. & 6 doctors residential units; hardware, cleaning material, linens & operating theater supplies & consumables; surgical equip. & instruments for delivery rm., cut down sets for infants & adults, exchange transfusion sets, E.U.A. & A.R., (m. sets, abdominal sterilization sets, perineal resuturing sets, umbilical sets, epidural-spinal anesthesia sets, tracheostomy sets, caesarian sec. instruments, hysterectomy sets, d&c sets circumcision sets, suturing needles etc., hypodermic syringes & sundries & surgical dressings. Firm indicated that only package deal bids covering all items acceptable. Telex—Mohammad Ahmed Nass, Dir., P.O. Box 5229, Manama. Telex 9148 KITCH BN; tel. 255593. Bid deadline Nov. 10.

3842311-29200 — INDIA — Bid No. DPS/BARC/IEE/1845—3 full face respiratory protection equip. Bid No. DPS/RCC/IEE/499—75 weldable strain gauges, with integral leads for temp. 320 degree c. Obtain bid docs. from—Dept. Atomic Energy, Directorate & Purchase, Mohatta Bldg., Palton Rd., Bombay 400 001. Cable PURATOM; telex 011-4270. Refer to bid nos. above. Bid deadline Nov. 9.

Education projects

9911207-50016—PERU — Educational & training equip., tools & devices. Above didactic packages to equip 8 schools in connection with ministry's nationwide school construction & equip. project. Whole project comprises constructing & equipping 33 primary schools & 16 junior colleges. Specific items required under this tender given in tender docs. which cost 10,000 soles (approx. $58.02) from address below. Financed with loan from World Bank under contract No. 949-PE. Refer to —Lic. Pub. Internacional No. 07-ED-CAPPB. Bid deadline Dec. 6 for envelopes "A" & "B." Obtain bid docs. from—Antenor Morales Fernandez, Min. de Educacion, Comision de Adquisiciones, Proyecto Peru-Birf, Piso 21, Parque Univeristario S/N, Lima 1.

Highways, roads & ancillary facilities

9916204, 3272000, 3446000-69900, 3993000 — HONG KONG — Design research unit, architects & designers, now preparing docs. For sub-contractors & suppliers architectural items for Hong Kong Mass Transit Railway's Tsuen Wan Extension, which consists of 10 inter-connected railway stations. Construction of stations will start later 1978 & will continue through mid-1982. Design research unit seeks asst. in locating mfrs. & suppliers following items — stainless steel fabricated free-standing booths, together with fittings &

counter units, cladding & glazed panels; tubular handrails, balustrading & barriers; advertising panels; service wall units-supply & erect. Graphics & lettering wall mounted & free-standing. Vitreous enamelled steel wall panelling — supply & erect. Suspended ceilings in metal, either aluminum or stove-enamelled steel-supply & erect. Advertising panels framed in stainless steel & illuminated — supply & erect. Melamine-faced asbestos wall panelling — supply & erect. Ironomongery for doors — supply only. Ashtrays & litter bins for public areas — supply only. Terrazzo floor tiles — supply only. Vitrified clay floor tiles — supply only. Interested parties can write design research unit directly. Obtain bid docs. from—Design Research Unit, Architects & Designers, Jubilee Commercial Bldg., 17/F, 42-46 Gloucester Rd., Hong Kong.

Transportation support systems

9916400—ALGERIA — Improvement for national road (40 kms) between Boudouaou & Lakhdaria (eastern Algeria)—lot 1—complete construction of road incl. all equip.—(20 km) length turnpike road type & 20 km length 2-way road, 3,200,000 cubic meters earthworks. Lot 2—construction 14 concrete & prestressed architectural works. Tender doc. costs 500 DA ($128). Partial offer acceptable. Part this project financed by IBRD. Further info. can also be obtained from address below. Offer & all corres. must be in French; all specs. metric. For assistance, contact Peter Alois, Dept. Commerce, C.A.G.N.E.—Rm. 3203, Wash., D.C. 20230, tel. 202-377-4441. Obtain bid docs. from—Direction des Infrastructures, Routieres et de la Signalisation, Ministere des Travaux Publics, 135, Rue Didouche Mourad, Algiers. Cables MITRAPALGER; telex 52713. Bid deadline Jan. 15.

9916400—INDONESIA—Construction of freeway, divided into 4 lanes from Surabaya Port to Gempol-East together with construction of undivided 2 lanes from Gempol-East to Porong & resurfacing of existing road from Porong to Malang. Freeway section 46 km long with approx. 76 bridges 3.500 M total length (55.300 sq.m total area) & also incl. 8 grade separated interchanges as well as collector distributor roads for total length approx. 7 km sec. existing road to be re-surfaced (with widening selected parts) 60 km long. Project intended for tender comprises highway construction (freeway sec. on new alignment, re-surfacing & widening on existing alignment), consisting of earthwork, drainage structure, bridges, pavement, lighting & anciliary work. Project divided into 3 construction contracts (A, B & C) as detailed in prequal. docs. & being co-financed by ADB & Saudi funds for dev. together with govt. Interested contractors must be natl. of member countries ADB who have proven experience & capability in this field. Further details eligibility conditions attached to prequal. docs. Intl. & Indonesian contractors encouraged to form joint venture & make max. use local suppliers in developing country construction capability. Contractor to prequalify must have identifiable senior project field supervision personnel, with at least 10 yrs. experience in modern road & bridge construction or, failing this, they must be in joint operation or joint venture or management contracts either other contractors who can name & supply such personnel. Contractors who have formed joint operation or joint venture or management contracts with other contractors required to submit copy their association agreement, which should incl. also statement of their sharing capital, together with prequal. docs. Contractors expressing intent to do so required to mail copy of agreement when completed to address below. Obtain prequal. docs. from—Directorate Gen. Highways, Directorate Construction, Ministry of Public Works, Jalan Pattimura No. 20, Kebayoran Baru, Jakarta Selatan. Refer to bid No. 14 BM-DIT. BANG/1978. Prequal. deadline Nov. 15.

9916400—HONG KONG—Tenders for construction of civil & structural works for Yuen Long Industrial Estate, Hong Kong, covering approx. 97 hectares, will shortly be invited. Total project cost approx. U.S.$40 million & will be let in 3 contracts as follows — Contract I. Excavation & placement approx. 700,000 cu. m. earthworks & associated formation & roadway works. Contract II. Excavation & placement approx. 2,400,000 cu. m. earthworks & associated formation & roadway works; river revetment works. Contract III. Reinforced concrete road bridge approx. 50 m in length. Tender docs. will be available as follows—Phase I, Oct. 9; Phase II, March 1979; Phase III, late 1979. Contractors interested in being prequalified for this project should direct inquiries to Wilbur Smith & Associates, 1519 Star House, 3 Salisbury Road, Kowloon.

Distribution & transmission systems

9917303 — INDONESIA — Directorate Gen., Water Resources Dev., invites sealed bids only from mfrs./suppliers in member countries World Bank & Switzerland, either directly or through their Indonesian rep., for supply, delivery & erection pumping station for Sungai Dareh — Sitiung Irrigation Project in W. Sumatra. Financed under IBRD no. 1435-IND. Tender docs. obtainable for rupiah 10,000 (approx. $24.10). From — Ir. Moebagion, Dir. Logistics, Directorate Gen. Water Resources Dev., Direktorai Peralatan Pengairan, Jalan Pattimura No. 20, Rm. 338, Kebayoran Baru. Refer to bid No. 01/DITJENAIR/S. DAREH/7 Bid deadline Dec. 31.

Power generation & transmission

9918201—MALAYSIA—Design, mfg., supply, testing, delivery, erection, commissioning & maintenance for 12 months of about 118 km of 275 kv duplex 400 millimeter sq acsr double circuit 3 phase transmission line between Chendering & Rawang. Line will incorporate 2 overhead acsr earthwire. Each tender must be accompanied by tender bond for M$100,000 in form of cashier's order, bank draft or bank guarantee from locally domiciled bank. Each application for tender docs. must be accompanied by check or bank draft for M$100 made payable to Chief Accountant of NEB. Payment non-refundable. Application from overseas should incl. addl. charge of M$25 for postage. (U.S.$1.00 approx. M$2.2880.) Obtain bid docs. from—Senior Purchasing & Contracts Officer, National Electricity Board (NEB) P.O. Box 1003, 129 Jalan Bangsar, Kuala Lumpur. Refer to tender No. 15186. Bid deadline Dec. 14.

Engineering services

9922201-199, 9910101—INDIA—Oil & Natural Gas Commission (ONGC) issued tender for designing procurement, fabrication, erection & commissioning new offshore processing platform, designated as Bombay High North (BHN). Scope of work incl. following, for which govt. is negotiating World Bank loan—one 8-pile process platform for 180,000 bopd & associated gas. Platform to be integrated with existing Bombay High Offshore Oil/Gas Production Complex; bridge connecting BHN platform to existing "F" platform; inter-connection piping utilities between BHN & "F" platforms incl. necessary modifications on "F" platform; modification to existing processing platforms "A" through "E" & flare system for BHN operation; flow lines from future well processing platforms to BHN platform & addl. flow lines from existing platforms incl. risers at both ends. Plans require that erection be completed within approx. 13 mo. from date award of contract &, in any case, not later than April 30, 1980. Contractors intending to submit quotations for project must have at least 4 yrs. experience in designing, fabrication & installation offshore facilities similar nature & magnitude. Tender docs. incl. drawings & specs. cost U.S.$2,000 are to be released by Nov. 15 from below address. Checks should be drawn in favor of "Finance & Accounts Officer, ONGC, New Delhi." Bidders also required to submit with their bids bond for U.S.$1 million during validity bids. Companies that submitted bids earlier for Bassein platforms exempt from making this payment. Obtain bid docs. from—Deputy Dir., Stores & Purchase, Oil & Natural Gas Commission, Kailash Bldg., 6th Fl., 26 Kasturba Gandhi Marg, New Delhi 110001. Refer to bid No. DLH/STR./BOP/TEND./1/78. Telex COMONG ND-2422.

Natural resource utilization

9923201—EGYPT—Aerial spraying operation on 800,000 feddans (1 feddan — 1.04 acres) of cotton for agricultural season 1979. If desired, offers may also be submitted covering 3 agricultural seasons—1979, 1980, & 1981. Tender docs. must be purchased by payment of L.E. 20, (U.S.-$28.57) per copy, not incl. mailing costs, from Off. Gen. Controller, Purchasing & Stores Dept., Ministry of Agriculture, Dokki, Cairo. Bid deadline Dec. 2.

Upper Volta Plans Factories, Wants To Hear From Suppliers

The United Nations Industrial Development Organization, in conjunction with the Upper Voltan Office for Enterprise Promotion, has undertaken studies to determine the feasibility of establishing an auto battery plant, an icemaking plant, a glassware factory, and a bottle factory in Upper Volta, and is interested in receiving information from U.S. suppliers of equipment used in these types of plants. Brochures and other material should be sent to Hamade Dialla, Director General, Organization Pour La Promotion des Enterprises Voltaiques, Boite Postale 94, Ouagadougou, Upper Volta, telex OPEV 5328 UV.

The planned battery factory would produce 20,000 units annually, with eventual capacity increasing to 40-50,000. Output of the opalescent block icemaking plant would be 15 to 25 tons of 25-kilogram blocks per day; lower volume equipment with daily capacity of 5 to 10 tons is also under consideration. Initial annual production of 200 tons is planned for the pressed glassware factory, increasing eventually to a capacity of 500 tons per year. The glass bottle factory would initially produce 2,000 tons per year, expanding later to 5,000 tons.

PROJECTS OF IBRD, IDA NEED PRODUCTS, SERVICES

A number of proposed projects recently announced by the International Bank for Reconstruction and Development and its sister institution, the International Development Association, could offer opportunities for the sale of U.S. equipment and consulting services. These projects are listed below, by country, with amount of loan and probable lender, and current stage of processing.

KENYA: $8 million (Bank)—**Engineering Loan.** Olkaria Geothermal Power Project. Development drilling to establish steam requirement for a proposed Power III Project. Discussions with East Africa Power and Lighting/Kenya Power Company completed. Report under preparation.

SUDAN: Amount to be determined (IDA)—**Rural Water I**—Water supply for about 40 rural centers in Western Sudan. Project identification under way.

ZAMBIA: $40 million (Bank)—**Program Loan III.** Appraisal mission tentatively scheduled for this month.

CHAD: $10 million (IDA)—**Petroleum Development Project:** construction of two oil wells, surface separation and storage facilities, a pipeline, refinery and associated engineering and technical assistance. Appraisal report being prepared. Consultants (BEICIP) have begun work under the Bank Project Preparation Facility advance.

NIGERIA: $100 million (Bank)—**Fertilizer project**—Nitrogen and phosphate complex. Preparation completed by government and consultants. Preappraisal scheduled for this month.

INDONESIA: $10 million (IDA)—**Fifth Technical Assistance Credit**—Funds for use in project preparation and pre-investment studies. Project being prepared by government.

PHILIPPINES: $30 million (Bank)—**Medium-Scale Irrigation** — Provision of irrigation facilities on Mindoro, Panay and Luzon Islands. Government is preparing project. $32 million (IDA) — **Water Supply III** — Improvement of water supply systems in selected provincial cities. Appraisal mission scheduled for this month.

THAILAND: $40 million (Bank) — **Nam Mun Irrigation** — Construction of two storage dams on headwaters of Nam Mun in N.E. Thailand and construction of irrigation system serving about 20,000 hectares. Project being prepared by Royal Irrigation Department. $25 million (Bank) —**National Sites and Services and Slum Improvement** — Sites and services for housing and small-scale industry development in Bangkok and about five regional cities, and expansion of slum improvement program in Bangkok. Project being prepared by National Housing Authority. $40 million (Bank) — **Bangkok Drainage and Flood Control.** Project being prepared by government.

BANGLADESH: $75 million (IDA) — **Imports Program VIII** — Provision of foreign exchange for procurement of industrial raw materials and spare parts. Timing subject to progress under prior imports program credits. $10 million (IDA) — **Education** — Improvement to and possible expansion of primary education system. UNESCO reconnaissance mission in the field.

PAKISTAN: $12 million (IDA) — **Agricultural Extension and Development II (Sind)** — Extension services, transport, housing and strengthening of research in five districts of Sind. Appraisal tentatively scheduled for November. $20 million (IDA) — **Grain Storage III** — Improvement of foodgrain handling and storage. Appraisal tentatively scheduled for May 1979.

AFGHANISTAN: Amount to be determined (IDA) — **Second credit for industrial financing,** especially for small-scale enterprises. Small-scale enterprise survey planned for early 1979. Project preparation by Industrial Development Bank of Afghanistan in progress.

GREECE: Amount to be determined (Bank) — **Integrated Forestry Development** in western Greece. Under preparation. (Commercial co-financing being sought.)

JORDAN: Amount to be determined (Bank) — **Education** — Construction and equipping vocational and technical schools and improvement of secondary education programs; technical assistance to Yarmouk University. Preparation under way by government.

SYRIA: Amount to be determined (Bank) — **Education II** — Expansion of technical/vocational training. Bank identification mission scheduled for this month.

TURKEY: Amount to be determined (Bank) — **Livestock V** — Provision of credit for livestock development, including poultry and bee-keeping; improvement of animal health services and artificial insemination, and milk and meat processing. Preparation being initiated by government and Bank. Amount to be determined (Bank) — **Program loan to finance priority imports of industrial and agricultural inputs** to facilitate increased capacity utilization, output, and exports. President's report being prepared. (Co-financing with commercial banks being explored.)

BOLIVIA: Amount to be determined (Bank) — Empresa Nacional de Electricidad — ENDE V — **Power generation and transmission.** Project preparation under way.

MEXICO: Amount to be determined (Bank) — **Rio Sinaloa/Rio Fuerte Irrigation** — Rehabilitation of about 125,000 ha. and construction of about 5,000 ha. of new works. Appraisal scheduled. $60 million (Bank) — **Los Naranjos/Los Macines Agricultural Development** — Program to develop intensive rainfed agriculture on about 100,000 ha. in Papaloapan Basin. Project preparation under way.

Japanese Untied Assistance Presents Supply Opportunities

U.S. suppliers may be able to develop orders from $80.1 million of Japanese untied loans to Papua New Guinea, India and Thailand. On Aug. 4 Japan made a loan of $18.6 million to Papua New Guinea. This loan, which is generally untied for worldwide procurement, will be used to purchase materials and services for construction projects, including the Warangoi Hydroelectric power plant, the Wabaq water supply system, and the Goroka sewage system. On the same date Japan loaned $31.9 million to India for commodities such as steel, chemicals, parts for manufacturing trucks and tractors, and other equipment and materials for various Japan-India joint ventures, and Bombay offshore oil exploration. On Aug. 9 Japan, on a generally untied basis, loaned $29.6 million to Thailand for construction of the Phitsanulok-Denchai highway and the Rau-Kanchanaburi highway.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Knitting mills, products

2253153—WEST GERMANY—Ladies' & men's western style apparel. Major West German agent seeks import of above items in substantial quantities for distrib. in Germany. Quote c.i.f. German port, if possible. Reply to—Peter Nietsch, Firma Hosen-Eck, Freibuehlstrasse 19, D-7700 Singen. Tel. 07739 356.

Fabricated textile products

2392801 — SWITZERLAND — Children's bed sheets & pillow cases with fun picture prints. Young firm (founded 1978) that wants to expand its market with new products on Swiss market, especially in toy & sporting goods section as well as in bedding section. Employs 3 & is wholesaler & distrib. Business recommended. Reply to—H. Haldimann, Mgr., Distrirama AG, Riedstrasse 11, CH-6330 Cham, Switzerland. Tel. 042/36 22 22.

Books & periodicals

2751100-4130 — CAMEROON — Firm wants to distribute U.S. magazines & periodicals in Cameroon. Contact—Valere Epee, P.O. Box 5075, Douala, Cameroon.

Chemical products

2841400 — WEST GERMANY — Glycerin, natural, all types. Quote f.o.b. U.S. port. Acts as importer, agent & distrib. for products mentioned. Estab. 1963, employs 58 of which 24 are in sales. Sales areas—Germany, Austria & Scandinavia. Financial refs—Bank Fuer Gemeinwirtschaft, Domkloster 5000 Koeln, & Sal. Oppenheim Jr., & Cie., Unter Sachsenhausen 4, 4000 Koeln 1. Reply to—Juergen Schlenz, Mgr., Interorgana Chemiehandel GmbH, Sedanstr. 8, 5000 Koeln 1. Cable—INTERORG; tel. 0221-77651; telex 8885237.

Petroleum refining

2911011 — BRAZIL — Petrolatum — pharmaceutical standard. Small distrib. of vaselines & oils, estab. 1976. Current registered capital CR$160,000. Seeks exclusive rep. for pure vaseline producer. Requests price lists with terms & conditions f.c.b. U.S. port. Reply to—Mrs. Zoraide Della Bela, Mng. Partner, CI—Gisgi Vaselinas e Oleos Comercio Ltda., Av. Casper Libero 383—17 A Dar, 01033 Paulo, SP, Brazil. Cable CIGISOIL; tel. 011/2283714.

Petroleum, coal products

2999098—PERU—200,000 mt of blast furnace metallurgical coke (obtained from cokeable coal). Product specs.—A) Chemical composition percentage (dry basis) CF (fixed carbon) min. 89.00; S (sulphur) max. 0.80; CZ (ash) max. 10.00; MV (volatile material) max. 1.00. B) Humidity requirement percentage max. 4.00. C) Pellet sizes percentage 1"—4" (25—100 mm min. 95.00); 4"—1" (100—25mm) max. 5.00. D) Mechanical resistance, express resistance of coke to degradation by im-

pact & abrasion. D1) Standard—astm d 294—64; stability factor—25 mm percentage min. 56.00; factor of hardness—6.3 mm., accumulated min. 63.00; D2) Standard—jisk 2151—60; drum index—15 mm. min. 93.00; D3) Standard iso; micum 40 min. 84.00; micum 10 max. 7.00. Interested U.S. suppliers provide info. regarding type of coke produced, production process used, production capacity, previous supplies & any other pertinent info. Coke to be delivered to port of Chimbote which has dock 879' in length & 30' draught. Well-estab. & experienced sales agency mainly selling to public sector organizations. Asked by Siderperu, govt. steel mill, to provide info. regarding coke required for its iron plant blast furnace. Info. requested in connection with plan to negotiate long-term contract for annual supply of some 200,000 m/t coke. Would act as agent between U.S. supplier & Siderperu. Telex—Walter Frank, Mgr., Barco S.A., P.O. Box 584, Lima 100, Camana 851, Of 1502, Lima 1. Cable CEMOSO LIMA; tel. 242176; telex 25250PU & 20022PU.

Plastic products

3079851 — WEST GERMANY — Sponges for household use, all types. Firm seeks U.S. suppliers for distributorship & representation of products listed. Warehouse facilities available. Principal customers—wholesalers, chain stores & mail-order companies. Sales area—EEC countries. Estab. 1919, employs 170. Bank Ref.—Bayerische Hypotheken-und Wechselbank in Nuernberg. Reply to—Sebastian Fackelmann, Fa. Fackelmann, Nuernberger Str. 55, 8562 Hersbruck Bei. Tel. 09151/2028; telex 624116.

Measuring & controlling devices

3823075-76-80 — SWITZERLAND — Spectrometric, photometric, chromatographic analyzers for pharmaceutical, industrial, & medical laboratories. Newly-estab. rep. of advanced analytical & medical equip. Annual sales over $1 million. Represents GE medical systems, Searle Corp. & Intermedics Corp. Also active in other European countries. Management reported being very aggressive & active. Bank ref.—Swiss Bank, Zurich & Chase Manhattan Bank, Geneva, Switzerland. Reply to—Kuno Dreir, Gen. Mgr., Demel Ag, Thurgauerstrasse 70, 8050 Zurich, Switzerland. Tel. 01/51 22 55.

3824376—ECUADOR—4,000 ea., taximeters (simplest units). Appears that a tender will soon be released & consequently individual is now seeking to locate mfr. & to be assigned rep. Send literature if possible via telex & quote c. & f. Guayaquil. Reply to—Martin Escobar, Bienes Raices Margarita Posada, Casilla 6814, Guayaquil. Telex 3338 CONTUR ED ATT MARGARITA POSADA; tel. 304-361.

3829293—BRAZIL—Absorption dynamometers. Firm is a leading instrumentation rep. in Sao Paulo. Founded 1917. Annual sales volume CR$90 million. 120 employees. Has sub-agents in Belo Horizonte, Porto Alegre, Curitiba & Recife. Interested in receiving catalogs, brochures & price quotations f.o.b. U.S. port. Good credit reputation. Recommended as excellent contact for U.S. firms. WTDR available. Reply to—Hans Isaac, Technical Executive, Rene Graf Importacao E Representacoes S.A., Rua Florencio de Abreh 343, 01029 Sao Paulo (SP). Cable RENEGRAF; telex 011/21668; tel. 011/2288322.

German Manufacturer Seeks U.S. Suppliers

A well-known German manufacturer of electric and gas-operated household and commercial type ranges has requested assistance from the American Consulate in Duesseldorf in locating potential U.S. suppliers of various products for the manufacture of gas and electric ranges. Lacquer and varnish-metal processors and electrical equipment manufacturers may contact Janis Belk, Industrial Systems Staff, MEPD, Room 3409, U.S. Department of Commerce, Washington, D.C. 20230, Tel. 202-377-4523, for a list of products and additional information.

Visiting Buyers & Officials

INDIA—V. A. Kurien of Madras wishes to meet U.S. firms looking for agents in India, especially in **fishing equipment** such as trawlers, fishing gear, processing equipment, etc. Kurien would also like to locate prominent exporters of seafood products such as shrimp, lobster tails and froglegs. He will be primarily in New York area until Oct. 17. For additional information contact Jane Puse, Project Officer, Foreign Buyer Program, U.S. Department of Commerce, Room 2015-B, Washington, D.C. 20230, 202-377-3265.

THAILAND—Nikorn Ooljitt of Bangkok is trying to locate suppliers of **mine detectors** for Thai Government. He is to visit New York. His firm operates as an importer and government bidder handling firearms, ammunitions and industrial equipment. Contact Jane Puse, 202-377-3265.

AUSTRALIA—F. Keen of Sydney wishes to represent U.S. firms in Australia for **hydraulic components** allied to hydraulic power packs and systems. He is to visit Los Angeles. For additional information contact Jane Puse, 202-377-3265.

ARGENTINA—Mrs. Susana Muchnik of Buenos Aires wishes to visit **market research** firms to discuss possibility of her firm representing a U.S. principal in Argentina. She is to visit Los Angeles, San

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Francisco and Miami. Contact Jane Puse, 202-377-3265.

ARGENTINA—Bernardo Coll of Buenos Aires wishes appointments with suppliers of **swine processing machinery.** He is particularly interested in seeing equipment in operation, hopes to visit pork processing plants preferably in Chicago area. Mr. Coll is to visit New York, Chicago, Cleveland, Pittsburgh and Houston. Contact Jane Puse, 202-377-3265.

UNITED KINGDOM—Mr. J. Munford of London will visit Los Angeles Nov. 20-22 to purchase **passive infra-red devices.** Munford manufactures intruder alarm detection equipment including microwave/ultrasonic and infrared devices which are distributed and sold throughout Europe. Contact Bill Corfitzen, Room 2015-B, U.S. Department of Commerce, Washington, D.C. 20230. 202-377-3265.

SWEDEN—Jan Rosenberg of Skanninge wishes to get in touch with manufacturers of **solar panels, solar energy equipment and devices, heat exchangers, heat pumps, accumulators etc.** His firm is manufacturer and distributor of ventilation systems, heat exchangers, and open fireplaces for private homes; wants to expand its program with imports, agencies and/or licensing agreements. Rosenberg will arrive in Chicago Oct. 10 for two-week stay, willing to travel to other areas. Firm with approximately 200 employees, is wholly-owned subsidiary of a large company. Contact Jane Puse, 202-377-3265.

FRANCE—J. Mardirossian of Lyon is seeking to import newly developed American **chemical products** into France. His firm has 40 exclusive salespersons marketing industrial maintenance supplies, surface-treatment chemicals, fuel and cement additives, disenfectants, herbicides, insecticides etc. Also interested in licensing and/or joint venture opportunities. Contact Mardirossian directly at Laboratories A.C.I., 48 Rue de Repos, 69007, Lyon, France. Telephone: 91/60-5300.

French Firm Offers To Help U.S. Companies Enter Market

Jean Claude Hure of French Market Services recently visited the United States in search of small and medium-sized U.S. companies interested in doing business in France. FMS offers a variety of services designed to assist U.S. firms establish a firm foothold in the French market. Services offered include feasibility studies, analyses of markets and proposals for organizing sudsidiaries, management support covering translation, recruitment, negotiation, and administrative services.

U.S. firms interested in further information should write directly to: French Market Services, 26, Av. Pierre—1 er De-Serbie, 75116 Paris.

Colombian Training Facility Invites Bidders To Register

Servicio Nacional de Aprendizaje (Colombian Government vocational training system) is inviting local and foreign manufacturers/suppliers and their agents to register with them, to bid on following future purchases of equipment to be acquired through public tenders: jeep type vehicles, buses, trucks, (sound) 16 mm movie projectors, slide projectors, photographic cameras, sound equipment, recorders, projection screens, electronic calculators, electric typewriters, electric welding equipment, household sewing machines, cattle equipment, farm sprayers, farm equipment, and camping goods.

Purchases will be for the Programa de Desarrollo Rural Integrado (Integrated Rural Development Program) for organization and training sub-program for Santander and Boyaca Departments (States). This project will be partially financed through IDB Loan No. 475/SF-CO; therefore, only goods originating in member countries of the Inter-American Development Bank are eligible.

Registration will take place until Oct. 26. Registration forms can be obtained at Sena—Servicio Nacional de Aprendizaje, Division Comercial, Seccion de Compras e Importaciones, Calle 54 No. 10-39, Piso 6, Bogota, Colombia.

Selected Saudi Producers Get Procurement Preference

The Saudi Arabian Ministry of Industry and Energy has released a list of Saudi manufacturing firms whose products are approved and preferred for government purchasing on the basis of quality and price. Saudi Government agencies are required to include a clause in contracts obliging contractors to purchase products from these approved manufacturers. Preference will be given to these products over other products, domestic and foreign, if their cost or quality varies no more than 15-20 percent over competing products. This action should not be interpreted as a ban on imports of the covered products, however, since the output of the local producers cannot be expected to meet the total demand.

The list contains 93 domestic firms manufacturing various products under 13 product categories—foodstuffs, animal feed, mineral water, furniture, engineering products (trucks assembly plant, electrical wire and cable plant), building materials, textiles, chemicals, paper products, prefabricated houses, paint, guard rails, and metal products.

Details of the approved firms and products may be obtained from the Commerce Action Group for the Near East, Room 3203, U.S. Department of Commerce, Washington, D.C. 20230.

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